

KAM OEM AS & Business Development Romania- Tires

Descrição da função

- Is responsible for developing client's sales (PLT tire dealers, auto dealers network, fleets etc) or from assigned location and for sistematically improving clients portofolio and profitability (confirmation with company's objective)
- Monitors assigned clients activity/ from assigned area, in terms of volume, SOB, risk credit and does tangible proposals for these reviews
- Participates in preparing and submitting offers for assigned clients/ from assigned area
- Is responsible for SOB sales volumes, trademark mix, profitability and credit risk management (client's cashing are included), to assigned clients/ in assigned area
- Is responsible for estimation of the stock size dedicated to assigned clients from assigned area to cover their real needs, and that at the end of the seaspn the remained volumes to fit in the maximum level communicated by the sales department management
- Prepares proposals for contractul understandings with certain clients, following the company standards
- Develops clients network for tire sale (dealers, auto dealers, fleets etc) in assigned area
- Supports Sales manager to reach the sales objective, Prepares FC, Business plan, executes a prepares reports
- Implements sales strategy approved by department management on assigned teritory and assigned clients
- Prepares plans and does actions to sustain sales in cooperation with Head Office and with the support from other departments from the company
- Prepares and delivers periodically activity reports, sales, marker wtc., in conformity with sales department management requests
- Discusses quantity modifications, prices modifications, procedures modifications with sales department management, reacts and finds strategies to reach objectives
- Collects data and prepares reports about the market (sellout clients - existant and potentials, competitors etc) and delivers them regularly to the manageent department
- Is in constant contact with clients, organizing for them marketing



Identificação da vaga
REF98980X

Área funcional
Marketing and Sales

Local
Timisoara

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Horário de trabalho
Full Time

Pessoa jurídica
**S.C. Continental Automotive
Products S.R.L.**

activities and special training

- Visits regularly assigned clients/ from assigned area in conformity with sales department management requests

Requisitos

- Minimum 5 years experience in Sales;
- Experience in tires Sales - is an advantage;
- University degree;
- Business fluent in English (written and spoken);
- MS Office;
- Customer relationship oriented and networking skills;
- Negotiation and presentation skills;
- High level of self-drive;
- Located in Bucharest - is an advantage.

O que oferecemos

What we offer:

- 13th salary
- Performance bonus
- Christmas & Easter bonus
- Seniority bonus
- Flexible working time;
- Home office;
- Competitive salaries & benefits;
- Health & wellness (Life Assurance, Private Health and Dental Insurance, Sport activities, Canteen, 24/7 Helpline with Psychologists etc.);
- Different discounts (tires, glasses, medical, shopping, etc.)
- Relocation bonus for non-Timisoara Residents
- Professional development opportunities (in Technical and Leadership Areas);
- International Work Environment & Traveling Opportunities.

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2024, Continental generated sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and

tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.