

New Channel Development Specialist

Your tasks

Sales

- Ensure a smooth operation and maintenance of New Channels, facilitate the further development of new channels
- Order management and analyst, ensure a smooth communication with MDM, provide constructive advice to customers
- Contract management, eSign management, internal process management
- Familiar with internal processes, cooperate with internal dept like, marketing, Finance, retail, etc.
- Be the key player in New Channel team to ensure the achievement of business result from both volume and profit perspective

Projects

- Responsible for project operation to support new channel target achievement
- Project execution, monitoring, improvement and communication
- Responsible for project efficiency

Reporting

- Regular monthly and milestone reporting, following the defined timing, content, quality requirements. including: Channel map, segmentation, sell-out FC with development curve, product mix, sales policy and promotions, market situation update, working schedule, KPI review.
- Follow the company standard reporting requirement to provide inputs on time with right quality.

Others

- Other ad hoc tasks assigned by supervisor

Your profile

- University degree in Business or Automotive related field
- 3+ year experience in sales. Vendor management experience with advanced supply chain management knowledge is a plus
- Process experience of retail operation. Advanced experience in cooperation with external customers and vendors



Job ID
REF99067H

Field of work
Marketing and Sales

Location
Shanghai

Leadership level
Leading Self

Job flexibility
Onsite Job

Working time
Full Time

Contact
Brenda Luo

Legal Entity
Continental Tires Co., Ltd.

- Project management experience

- Multi-international company working or cooperation experience is a plus

Our offer

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

About us

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