

New Channel Development Specialist

Tus actividades

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

Tu perfil

- 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

Área de trabajo
Marketing y Ventas

Ubicación
Shanghái

Nivel de liderazgo
Autoliderazgo

Flexibilidad laboral
Onsite Job

Horario de trabajo
Tiempo completo

Nombre de contacto
Brenda Luo

Unidad jurídica
Continental Tires Co., Ltd.

- Project management experience

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

Lo que ofrecemos

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

Acerca de nosotros

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2006年，德国马牌轮胎乘用车与轻卡车胎业务正式进入中国市场，并迅速以其精湛的德国工艺和值得信赖的品质独树一帜。德国马牌轮胎的零售网络遍布全国，凭借安全与领先的德国科技，德国马牌轮胎为合作伙伴创造价值，为消费者带来卓越的驾乘体验。

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