

New Channel Development Specialist

Feladatok

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

Profilja

- 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

Munkaterület
Marketing és értékesítés

Telephely
Shanghai

Vezetői szint
Beosztott

Munkahelyi rugalmasság
Helyszíni munka

Munkaidő
Teljes munkaidejű

Kontakt
Brenda Luo

Jogi egység
Continental Tires Co., Ltd.

- Project management experience

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

Ajánlatunk

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Rólunk

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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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