

Account Manager

Responsabilități

- Responsible for identifying and implementing profitable business opportunities with all relevant customers
- Support strategic sales planning, annual budget and the monthly forecasts and ensure the implementation
- Develop the OEMs in China region in compliance with the business strategy in order to ensure a long-term technologically leading partnership
- Represent Continental on customer events and care for the OEMs on Continental events
- Responsible for building and maintaining relationships with key decision makers at customers
- Support SCM process to ensure timely delivery of tires to customers
- Manage tire development projects for OE customers
- Act as a technical liaison between OE customers and tire development team
- Support customer complaint handling activities
- Other tasks assigned by supervisor

Cerințe

- Bachelor's degree or above in Engineering or relevant subjects
- Min.3 years' experience in tire development, automotive engineering or account management field
- Project management skills
- Strong skills in problem solving and negotiation
- Fluent local and English language

Oferta noastră

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

Despre noi

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €19.7 billion in 2025 and currently employs around 76,000 people in 54 countries and markets.

Tire solutions from the Tires group sector make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental has been delivering top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division currently employs



Job ID
REF99426Z

ID poziție
Marketing & Vânzări

Domeniul de activitate
Shanghai

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Onsite Job

Programul de lucru
Întreagă

Persoana de contact
Elaine Chen

Persoană juridică
Continental Tires Co., Ltd.

around 53,000 people worldwide and has 19 production and 16 development sites.