

Senior Sales Account Lead

Descrição da função

The Senior Sales Account Lead serves as the primary commercial interface between AUMOVIO and assigned customers, ensuring customer satisfaction while driving profitable business growth. This role is responsible for managing existing business, identifying new business opportunities, leading commercial negotiations, and developing long-term customer relationships..

The successful candidate will partner closely with engineering, program management, finance, purchasing, operations, and manufacturing teams to achieve customer and business objectives while supporting AUMOVIO's Safety and Motion, Wheel Brake Solutions, and related product portfolios.

Primary Roles and Responsibilities

- Lead customer quotations, pricing strategies, and commercial negotiations.
- Develop and execute account strategies including revenue targets, pricing actions, growth opportunities, and customer engagement plans.
- Build and maintain strong relationships with customer engineering, purchasing, operational, and executive leadership teams.
- Identify, develop, and pursue new business opportunities within existing and prospective customer accounts.
- Assess market trends, customer needs, competitive activity, and whitespace opportunities to support strategic growth initiatives.
- Negotiate product changes, customer agreements, warranty matters, and other commercial terms.
- Support claims resolution and receivables management and resolution of commercial issues.
- Lead and influence cross-functional teams within a matrixed organization to achieve customer and business objectives.
- Facilitate management-level customer meetings, business reviews, and strategic discussions.
- Prepare and deliver customer-facing and executive-level presentations, business reviews, and commercial updates.
- Develop clear and persuasive written and verbal communications tailored to diverse audiences.

Requisitos

- Bachelor's degree in Engineering, Business, Finance, Supply Chain, Economics, or a related field.
- Advanced English
- Experience:
 - 5+ years of progressively responsible experience in automotive



Identificação da vaga
REF10933G

Área funcional
Marketing and Sales

Local
San Luis Potosí

Nível de liderança
Leading Self

Contato
Luz Zúñiga

Pessoa jurídica
AUMOVIO MEXICO, S. DE R.L. DE C.V.

sales, purchasing, engineering, project management, program management, customer-facing commercial functions, or related disciplines.

- Managing customer (or supplier) relationships in the automotive industry.
- Leading cross-functional teams and influencing business outcomes in a matrix environment.
- Conducting commercial negotiations and resolving customer business issues.
- Working effectively with global and multicultural teams.
- Knowledge:
 - Of finance, pricing, forecasting, product costing, and business planning
- Skills:
 - Ability to prepare and deliver customer-facing and executive-level presentations.

O que oferecemos

At AUMOVIO we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-LZ1

Ready to take your career to the next level? The future of mobility isn't just anyone's job. Make it yours! **Join AUMOVIO. Own What's Next.**

Quem somos

Since its spin-off in September 2025 AUMOVIO continues the business of the former Continental group sector Automotive as an independent company. The technology and electronics company offers a wide-ranging portfolio that makes mobility safe, exciting, connected, and autonomous. This includes sensor solutions, displays, braking and comfort systems as well as comprehensive expertise in software, architecture platforms, and assistance systems for software-defined vehicles. In the fiscal year 2024 the business areas, which now belong to AUMOVIO, generated sales of 19.6 billion Euro. The company is headquartered in Frankfurt, Germany and has about 87.000 employees in more than 100 locations worldwide.