

ADAS - Head of Sales for all non German OEMs + C-OEMs (H/F)

Descrição da função

The Head of Sales – ADAS is accountable for profitable business growth, strategic customer leadership, and sales organizational performance across the full vehicle program lifecycle. He/She defines and executes the commercial strategy to strengthen the company's market position, secure sustainable revenue growth, and maximize program profitability with global automotive OEMs.

He/She ensures:

- Sustainable business growth through successful acquisition of new business, RFQ competitiveness, portfolio expansion, and lifecycle margin protection.
- Global OEM account leadership by developing and maintaining executive-level relationships with key decision-makers across seven strategic OEMs worldwide, ensuring long-term customer satisfaction and business continuity.
- Strategic sales leadership through the definition and deployment of the ADAS commercial roadmap, aligned with corporate growth objectives, market trends, customer needs, and technology evolution.
- Commercial excellence via disciplined pricing governance, acquisition Product Result Development (aPRD) control, robust claim management, contract negotiation, and profitability monitoring throughout the program lifecycle.
- European sales organization performance by leading, coaching, and developing direct reports and support teams across multiple countries, fostering a high-performance culture, accountability, collaboration, talent development, and succession planning.
- Risk anticipation and mitigation by proactively identifying commercial, operational, financial, and contractual risks from acquisition through series production and implementing effective mitigation plans.
- Cross-functional business execution through close alignment with Engineering, Program Management, Operations, Purchasing, Finance, Quality, and Product Management to ensure competitive, technically feasible, and industrially viable customer solutions.
- Market intelligence and strategic positioning by monitoring OEM strategies, industry developments, regulatory trends, competitive landscapes, and emerging ADAS technologies to identify growth opportunities and reinforce market leadership.
- Customer-centric innovation by aligning product, technology, and innovation roadmaps with OEM future platform strategies, supporting early engagement in next-generation ADAS opportunities.
- Revenue, profitability and portfolio management through proactive steering of business performance, investment prioritization, and optimization of the customer and product mix to maximize return on investment.
- Global governance and compliance by ensuring adherence to company policies, commercial governance standards, contractual obligations, and automotive industry best practices.



Identificação da vaga
REF11328B

Local
Rambouillet

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO France S.A.S.

- Executive stakeholder management through regular reporting and performance reviews with senior management, providing clear visibility on sales pipeline, acquisition status, business risks, customer strategy, and financial outlook.

Requisitos

Commercial Leadership, Customer & Sales Strategy, Strategic Claims Management, Product & Portfolio Strategy Contribution, Relationship & Account Management, People Management & Leadership, Business & Administrative Management, Sales Organization Governance,

7 to 10 years managing customers in automotive including at least one the following : McLaren, JLR, Volvo, Renault, Stellantis, Ford or BMW

Project Management skills

Proven communication skills with capability to install trust with the customer as well internally

Hollistic view of automotive business

O que oferecemos

Job position located in Paris region (Rambouillet)

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

In September 2025, AUMOVIO emerged as a spin-off from Continental's former Automotive group sector and has since established itself as an independent technology company. The company offers a broad portfolio for safe, exciting, connected and autonomous mobility, including sensor solutions, displays, brake and comfort systems as well as extensive expertise in software, architecture platforms and advanced driver assistance systems for software-defined vehicles. In fiscal year 2025, AUMOVIO generated sales of € 18.5 billion. Headquartered in Frankfurt am Main, AUMOVIO has around 82,000 employees at more than 80 locations worldwide.