

Sales Specialist - APAC Region

Descrição da função

1. Lead sales growth initiatives across assigned APAC markets and customer accounts.
2. Identify and develop new business opportunities while expanding existing customer relationships.
3. Build and execute regional sales strategies aligned with business objectives.
4. Own customer engagement activities, including quotations, negotiations, order management, and commercial discussions.
5. Collaborate closely with Product Management, Operations, Supply Chain, and other cross-functional teams to deliver customer solutions.
6. Monitor market trends, competitor activities, and customer requirements to identify emerging business opportunities.
7. Drive customer satisfaction through proactive account management and issue resolution.
8. Support marketing and business development activities, including trade shows, customer events, and industry networking opportunities.
9. Track sales performance, pipeline health, revenue, profitability, and key commercial KPIs.
10. Ensure sales activities are conducted within approved budgets and company guidelines.
11. Provide regular market intelligence and customer insights to support future business strategies.



Identificação da vaga
REF11419A

Local
Penang

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO Malaysia Sdn. Bhd.

Requisitos

- Bachelor's degree in business, Economics, Engineering, or a related field.
- Proven experience in B2B sales, business development, or account management.
- Experience within the automotive, commercial vehicle, industrial, or related sectors is an advantage.
- Strong track record in developing customer relationships and achieving sales targets.
- Excellent negotiation, communication, and presentation skills.
- Strong analytical and commercial acumen.
- Ability to work effectively in a multicultural and regional environment.
- Fluent in English; additional Asian languages are an added advantage.
- Willingness to travel within the APAC region as required.

O que oferecemos

What We Offer

- Opportunity to be part of a global mobility technology leader.

- Exposure to regional and international customers.
- Collaborative and innovative work environment.
- Career growth and development opportunities.
- Competitive compensation and benefits package.

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.