

Customer Sales Manager

Descrição da função

Customer Sales Manager

The Customer Sales Manager is responsible for leading all customer-related activities across business areas for western region, India.

Key Responsibilities

1. Account Strategy

- Develop and execute regional customer strategy aligned with business areas
- Drive cross-functional synergy and innovation initiatives
- Manage customer-specific claim strategy

2. Business Acquisition

- Lead and coordinate regional acquisition activities in coordination with business areas
- Support customer engagement, escalation, and negotiations
- Drive commercial improvements and manage the price increase recovery with customers.

3. Customer Relationship Management

- Strengthen customer engagement and ensure understanding of customer processes
- Lead process improvements and change management initiatives
- Lead, negotiate and conclude the contracts with Customers.

4. Goal Alignment & Communication

- Define and track sales targets, order intake, and key projects across Business areas.
- Ensure aligned internal/external communication
- Organize customer reviews, internal sales meetings, and cross-BA status updates

5. Sales Planning & Opportunity/Commercial Management

- Oversee sales planning assumptions and opportunity pipeline
- Approve key processes such as LVPF (Light Vehicle Production Forecast) and vehicle roadmap management
- Ensuring collection of overdues & keeping overdues under control as per policy.

6. Customer Communication & Events Planning

- Plan & Coordinate the Tech Show events for customers in collaboration with Communications & BAs.



Identificação da vaga
REF11834E

Local
Bengaluru

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO India Private Limited

Requisitos

- 15–20 years' experience in automotive (Sales/Key Account preferred)
- Strong leadership experience (10+ years with international teams)
- Engineering degree preferred

O que oferecemos

All your information will be kept confidential according to EEO guidelines.

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.