

Sales Analyst

Descrição da função

- Gather information to support product price negotiations, based on market studies related to exchange rates, inflation, automotive sales volumes, and internal alignment among the Engineering, Controlling, and Business Unit departments, with the aim of meeting customer expectations while ensuring the profit margins expected by the Company.
- Analyze and monitor customer purchase orders using specific spreadsheets to verify material descriptions, quantities, prices, and other information, ensuring accuracy and compliance with the terms negotiated with the Company.
- Assist in monitoring invoicing and sales results by reviewing figures from system-generated reports to obtain data for control purposes and future commercial negotiations.
- Support the definition of future sales volumes based on automotive market research and customer needs, effectively contributing to aligning the manufacturing structure and production capacity with future demand.
- Monitor sales invoices with overdue payments (accounts receivable control) and outstanding balances, coordinating with the Finance department to track daily transactions and clear resolved pending items.
- Assist in managing quotation processes by receiving technical quotation documentation, supporting internal alignment and the understanding of costs and strategy definition, submitting official quotations to customers, and addressing their questions.
- Liaise with related departments regarding customer order fulfillment, inquiries, commercial process optimization, and new ideas, always in accordance with the guidelines and instructions provided by Management.
- Assist in preparing management reports for the department by extracting information from the system to keep Management and related managers informed.



Identificação da vaga
REF11920Y

Área funcional
Administration and Assistance

Local
Guarulhos

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO Brazil Industry Ltda.

Requisitos

Bachelor's degree in Business Administration or a related field.
Intermediate English proficiency.

O que oferecemos

Pronto para levar sua carreira para o próximo nível? O futuro da mobilidade não é um trabalho qualquer. Faça dele o seu! **Junte-se à 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.