

Head of Sales CVS

Ihre Aufgaben

RESPONSIBILITY

1. Challenge, drive and guide all tasks / activities related to Order Intake, 2. Ensure that Claims of strategic importance are considering broader prospective and influences on all business aspects
3. Define relevant customer strategy considering business environment and target setting for sales
4. Contribute to relevant product strategy with focus on product portfolio, road maps, markets and competitors
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6. Responsibility for maintaining customer relationship and processes improvements with appropriate management
7. Responsible for planning, execution and approval of Costcenter budget, sales & acquisition
8. Responsible for guidance, monitoring and administration of the sales organization

COMPETENCIES (Knowledge, Experience, Capability)

1. Business Skills: Sales Project Management:
 - Deep knowledge of appropriate project management tools and work methods.
2. Business Skills: Relationship Management:
 - Knows how to maintain and expand solid and sustainable relationship to key contacts at all levels from all relevant stakeholders of the organizations, focus at higher management level (externally and internally).
 - Demonstrates upright and consistent behavior.
 - Solves issues & push the organization on day to day working level (reacts) and pro-actively approaches the customer with solutions for future needs (forward looking).
3. Business Skills: Negotiation:
 - Successfully leads negotiations to a mutually beneficial outcome regardless of complexity.
 - Further develops negotiation strategies by reviewing negotiations and identifying improvement areas.
4. Sales Leadership: Accountability:
Is be able to:
 - Drive complex tasks involving multidisciplinary functions.
 - Take ownership of complex projects.
 - Ensure that committed results and performance by Continental and the customer at all levels are delivered.
 - Represent Continental as a whole in the face of the customer.
 - Drive the execution of the most important tasks/projects in the Sales function and ensures their completion.
 - Review the performance of the organization, influence and drive changes in order to increase customer satisfaction.
 - Anticipate and prevent issues at an early stage.



Job ID
REF11928L

Standort
shanghai

Leadership Level
Leading People

Rechtliche Einheit
AUMOVIO Holding China Co., Ltd.

Unser Angebot

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