Sales Lead - SVW

あなたの仕事内容

Sales Lead is the owner of all cross BA matters (i.e. mega-supplier negotiations, system quotes, terms & conditions etc.) and the main representative in front of the customer. He/she develops and executes the agreed customer strategy and account business plan, summarizing all business opportunities for future growth.

1. Business Growth

Defines potential business and growth opportunities through white spot analysis
Supports selection of "must wins" and creates action plans and tactics to win
Responsible for the entire quotation process for cross BA quotations

2. Account Strategy

Defines the Account Strategy and Business Plan across BA
Drives the BAs to execute Account strategy and potential business opportunities
Monitor and communicate competitor activities

3. Customer Management

Responsible for all collective items (GT&C´s, all cross BA contracts, open book policy etc.)
Responsible for proactive de-escalation of critical customer issues
Responsible for lower to middle management level customer meetings
Responsible for all cross BA negotiations (i.e. Mega supplier, Global player, R+D)
Represents AUMOVIO Automotive in all customer management levels (CRM)
Consults BAs in all customer affairs
Responsible for senior executive customer meetings and fairs & shows

あなたのプロフィール

1. Bachelor's Degree or above
2. Sales knowledge: negotiation skills, customer orientation
3. BA-specific product and assortment knowledge
4. Entrepreneurial thinking and ability to work self-directed
5. Strong communication skills
6. Good oral English skills

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REF12071P

勤務地
Yang Pu Qu

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