

SALES BACK OFFICE SPECIALIST

Your tasks

Key targets of the job profile:

The Sales Specialist is a key contributor to the commercial success of the company. This role involves managing customer relationships, identifying new business opportunities, and supporting the implementation of sales strategies. The Sales Specialist works closely with internal departments to ensure customer satisfaction and revenue growth.



Your profile

Customer Management & Sales Execution

- Manage and develop a portfolio of clients, ensuring long-term relationships and customer loyalty.
- Conduct regular follow-ups with clients to understand their needs and propose suitable solutions.
- Prepare and deliver customized sales presentations and product demonstrations.
- Negotiate pricing, terms, and conditions in line with company policies.
- Ensure timely and accurate processing of orders and contracts.

Business Development

- Identify new market opportunities and potential clients through research, networking, and participation in industry events.
- Collaborate with the marketing team to support lead generation and promotional campaigns.
- Analyze market trends and competitor activities to adjust sales strategies accordingly.

Internal Coordination

- Work closely with the back office, logistics, and finance departments to ensure smooth order fulfillment and customer service.
- Provide feedback to product development and quality teams based on customer input.
- Maintain accurate records of sales activities, forecasts, and customer interactions using CRM tools.

Reporting & Performance Monitoring

- Monitor sales performance against targets and prepare regular reports for management.
- Participate in internal meetings to align on goals, challenges, and opportunities.
- Contribute to the continuous improvement of sales processes and tools.

Job ID

REF2900C

Field of work

Marketing and Sales

Leadership level

Leading Self

Job flexibility

Onsite Job

Contact

Gloriana Baccino

Legal Entity

Continental Brakes Italy S.p.A.

Work Environment:

- Office-based with occasional travel to client sites, trade shows, or industry events.
- Collaborative and cross-functional team setting.
- Performance evaluated based on sales targets, client satisfaction, and contribution to business growth.

Our offer**Required Skills & Qualifications:**

- Proven experience in B2B or B2C sales, preferably in [insert industry].
- Strong negotiation, communication, and interpersonal skills.
- Ability to work independently and manage multiple priorities.
- Proficiency in CRM systems (e.g., Salesforce, HubSpot) and Microsoft Office Suite.
- Analytical mindset with attention to detail.
- Fluent in English; additional languages are a plus.
- Bachelor's degree in Business, Marketing, Economics, or related field.

Ready to take your career to the next level and join us at the start of something extraordinary? Apply now to become a part of AUMOVIO and drive the future mobility together with us!

About us

Continental's Automotive group sector is expected to be listed as independent company "AUMOVIO" in September 2025. With ~93,000 employees worldwide and annual sales of ~€20 billion, we are entering an exciting new era.

AUMOVIO stands for highly developed electronic products and modern mobility solutions. In addition to its strong market position with innovative sensor solutions, displays, and technologically leading braking and comfort systems, AUMOVIO has significant expertise in software, architecture platforms and assistance systems for the rapidly growing future market of software-defined and autonomous vehicles. Our purpose is clear: to make future mobility safe, exciting, connected, and autonomous.