

Automotive sales_CST Manager for HONDA

Ihre Aufgaben

Full time position in Yokohama for CST manager tasks within HONDA Customer Sales Team.(CST)

*Frequent travel to Utsunomiya-city is mandatory. (Twice a week or more)

The role covers mainly following areas;

- 1. Customer Contract & Standard Management:** Initiate and coordinate internal review of customer contracts, negotiate all Global Terms & Conditions with customer;
- 2. Customer Claim Management:** Guide, prepare and execute customer-specific claim strategy and act as internal coordinator & key negotiator for x-BA claims as well as supporter for BA claims on demand;
- 3. Commercial Management:** Lead commercial improvement activities(e.g., A/R, Premium Freight),manage crisis topics if applicable, drive efficiency and digitalization for B2B portal and CRM;
- 4. Sustainability:** Capture, coordinate and negotiate the customer sustainability requirements in alignment with Automotive sustainability strategy;
- 5. Customer & Competitive Intelligence:** Monitor of all related competitor activities, act as key interface to BA products and Japan marketing team, bridge the solution for innovations between the customer and BAs;
- 6. Customer Volume Planning:** Provide as single source of truth the OEM production volume(Car/Platform and Fin-Goods) as best possible sales planning premises, drive and maintain a strong worldwide volume intelligence network and framework;
- 7. Customer Communication and Events:** Define the Marketing, Communication and Events plan following the customer strategy, execute the actions in collaboration with Japan marketing team;
- 8. Customer Experience:** Provide a clear outside-in view about customer satisfaction and customer feedback, tracks the action plan with proactive feedback to the customer.

She/he is considered as an expert on above areas for HONDA account and works closely/in harmony with Customer Sales Management(CSM) team in BAs.



Job ID
REF2906L

Arbeitsbereich
Marketing & Vertrieb

Standort
Yokohama

Leadership Level
Leading Self

Rechtliche Einheit
AUMOVIO Japan K.K.

Ihr Profil

1. Over 5 years of customer related experience (sales, project management, program management, business development etc.) in the automotive industry or over 2 years of experience with HONDA;
2. Proactive & open communication skills and strong teamwork spirit are mandatory;
3. Data analysis experience;
4. Good understanding of Continental Business processes is a plus;
5. IT Know How: Office Software Intermediate to Advanced;
6. Language skills: Native in Japanese & Business Level in English.

Unser Angebot

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Über uns

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.