

Automotive sales_CST Manager for SUBARU

Your tasks

Full time position in Yokohama* for CST manager tasks (Customer SUBARU).

*Frequent travel to Ota-city is mandatory.

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;

On top of that, the important task of the CST manager is to seek, summarize and distribute SUBARU's product plan (from architecture perspective and vehicle platform perspective including technical alliance with other OEM like TOYOTA). This is critical information for BA/CST to jointly identify and pursue entry points for our technical solutions to early stage involvement at SUBARU development process.

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 SUBARU account



Job ID
REF4048P

Field of work
Marketing and Sales

Location
Yokohama

Leadership level
Leading Self

Job flexibility
Onsite Job

Contact
Yoshimasa Ohmae

Legal Entity
Continental Automotive Japan K.K.

and works closely/in harmony with Customer Sales Management(CSM) team in BAs.

Your profile

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

Our offer

Ready to take your career to the next level? The future of mobility isn't just anyone's job. Make it yours! **Join AUMOVIO. Own What's Next.**

About us

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.