

AM-CSV_Sales Manager（二輪担当）

Descrição da função

業務内容

- 二輪JOEM向け営業全般
 - 新規ビジネス受注活動
 - 顧客との関係構築
 - 戦略の立案及び社内調整
 - 見積提出（社内で算出された原価の精査を含む）
 - 業界動向/競合動向の調査
 - 既存ビジネス対応
 - 販売計画策定
 - 計画と実績の差異分析
 - 顧客との契約価格メンテ（契約単価に対する為替変動反映など）
 - 値上げ/値下げに関する戦略策定～社内調整及び顧客との交渉
 - 他事業部との連携
 - 営業統括としての業務
- 将来的に、二輪JOEMだけでなく商用車や農機/建機のJOEMの営業担当となる可能性あり



Identificação da vaga
REF4050E

Local
Yokohama

Nível de liderança
Leading People

Pessoa jurídica
AUMOVIO Japan K. K.

Requisitos

- 必須要件
 - 5年以上のJOEMに対する営業担当経験、又は営業に近い部署（社内原価を取りまとめて営業に説明する部署など）での経験
 - ビジネス英語力
- 尚可要件
 - 二輪JOEMに対する営業担当経験
 - オートモーティブ用電子/電装部品系のビジネスに関する知見
 - 日系Tier1サプライヤでの営業経験

- JOEMでの勤務経験
- 二輪免許保持

0 que ofrecemos

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.**

Quem somos

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.