

## ACM\_ADAS\_Sales & Account Manager (Toyota-city)

### Responsabilități

#### General

- Interact with global Continental and customers, include group company, community with focus on balance of internal vs. external, customers, requirements
- Full responsibility of collecting accounts receivable, R&D costs, each commercial claims etc
- Lead sales planning related tasks (Customer forecast analysis & planning etc)
- Prepare documents for respective customers for internal & external preparation
- Built good relationship with external & internal stakeholders

#### Acquisition for new businesses (incl. Carry-over programs)

- Full responsibility for business acquisition including building up of strategy
- Full coordination of commercial part of quotations:
  - Conduct quote/ no quote meeting where required
  - Kick off acquisition with international sales team and multiple customer interfaces
  - Ensure internal alignment with internal stakeholders across multiple locations
  - Clarify all internal requirements regarding quote conditions prior to review of quote (e.g. given currencies and currency clauses, delivery terms, payment terms, volume fluctuations)
  - Take lead to review with international, multi-location project acquisition team all assumptions and commitments stipulated in technical part of quote and identify and correct any potential commercial risks to the quote
  - Conduct internal gate process working with project manager and other team members; take leader role and double check all assumptions taken and actively look for areas of improvement to be successful in the businesses
  - Prepare external official quotation letter, a list of all enclosures submitted together with the quote and stipulate all commercial assumptions which are made an agreement with internal stockholders.



ID poziție  
**REF4059W**

Domeniul de activitate  
**Marketing & Vânzări**

Locație  
**Toyota-city**

Nivelul de Leadership  
**Leading People**

Persoană juridică  
**AUMOVIO Autonomous Mobility  
Japan K.K.**

- Prepare costs breakdown of quote in strong alignment with controlling
- Defend Continental interests to customer while at the same time raising road blocks from customer for internal discussion prior to quote
- Ensure timely delivery and communication of reviewed and approved quote to customer

### **Running business and business under development**

- Handling of all commercial issues in running and developing projects such as change management, preparation of documents for piece price, RnD & tooling costs, sample costs etc. with full responsibility
- Set baseline of initial commercial quote assumptions and align with the global team members if it's needed
- Attend I monitor progress of internal project meeting and take advisory role for pushing timely change management anticipating commercially relevant hurdles
- Establishing and maintaining standardized cost structures in projects with the same customer, alignment with other locations within same BU with similar business the customer
- Maintain clear and transparent structure of all commercial items communicated to the customer
- Lead/ guide project team and project manager commercially, to prepare all documentation in a commercially mind-set fashion
- Lead customer communication and negotiations

### **Cerințe**

#### **Basic**

- Ability to travel locally, nationally and internationally when required
- Experience working with J-OEMs (>1 0years)
- Experience working in Automotive Industry (>1 0years)
- Strong communication skill both in English and Japanese
- International team player and experiences (in N/A, EU, China & ASEAN)
- Advanced MS Office skills, especially PowerPoint and Excel
- Ability of maintaining effective working relationships with internal and external customers

#### **Preferred Qualification**

- Good understanding of customer's strategy, roadmap, sourcing and decision making process
- Experience in internationally operating company in sales, business development, project management functions or similar (>1 0years)

## **Oferta noastră**

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.**

## **Despre noi**

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.