

# Head of CST 销售总监

## 工作职责

### 1. Account Strategy

- Ownership for steering, approving, aligning, and driving the implementation of customer strategies across the CST group.
- Aligns group strategy with business areas and initiates cross-business synergy, including innovation management.
- Approves definitions of customer strategies provided by CSTs.
- Drives identification of new business opportunities and innovation.
- Coordinates marketing, communication, and events action plans.

#### 1. Acquisition of Business & Commercial Management

- Challenges, guides, and supports CSTs in acquisition requirements across business areas.
- Approves customer engagement and escalation management processes.
- Leads negotiations and agreements with customers, ensuring sustainability and commercial improvement.
- Manages risk mitigation and contract harmonization.
- Responsible for all commercial aspects of customer relationships, including:
  - Pricing and margin optimization
  - Contract management and administration
  - Negotiation of terms and conditions

#### 1. Customer Relationship Management

- Sets internal guidelines for customer engagement and process improvements.
- Approves CRM rules, escalation/de-escalation management, and complaint handling.
- Develops storylines for top management meetings and customer events.
- Maintains and improves customer relationships, providing clear feedback and satisfaction insights.

#### 1. Goal Alignment & Communication

- Orchestrates goal alignment and ensures consistent internal/external communication.
- Defines and tracks goals and objectives for the CST group.
- Organizes regular sales meetings and status updates.
- Establishes and manages the “Customer Sales Community” for knowledge sharing.

#### 1. Sales Planning & Opportunity Management

- Approves and maintains best-in-class sales planning and opportunity management practices.
- Oversees opportunity inputs, roadmap management, and training for



职位号码

**REF5924E**

工作职能

大客户管理

所在地

**Shanghai**

领导力级别

领导团队

法律实体名称

**Continental Holding China Co., Ltd.**

the CST group.

- Responsible for LVPF (Light Vehicle Production Volume) planning, ensuring accurate forecasting and alignment with business objectives.

#### 1. Administration

- Responsible for cost center and budget planning for the CST group.
- Defines and reviews KPIs, ensures compliance, and manages HR tools.

#### 1. Team Leadership

- Guides, monitors, and develops the CST team.
- Ensures environmental, safety, and health compliance.
- Fosters a culture of collaboration, innovation, and continuous improvement.
- Manages team member performance, including decisions related to promotion, development, and termination, ensuring alignment with company policies and organizational goals.

## 职位要求

1. Degree in Business Administration or Engineering
2. 15+ years of experience in international automotive sales or related fields.
3. High-level negotiation and project management experience.
4. Existing experience in Automotive product know-how and processes
5. Proven leadership experience managing teams in a multicultural environment.
6. Worked in international teams for minimum 5 years
7. Working experience with diverse customers in Automotive.
8. English is fluent.

## 我们可以提供

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.**

## 关于我们

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.