

# TN\_202511\_032\_Sales Manager

## 工作职责

### Customer Management

Maintain customer relationship

Understand customer, e.g. strategy, requirement, special behavior...

Define customer strategy



### Business Management

Plan volume and revenue in CDP, SPOT...

Manage revenue performance, and implement countermeasures in case revenue lower than planning

Manage AR overdue

### Business Development:

Promote products to customer

Push for new business development

职位号码  
REF5958E

所在地  
Yang Pu Qu

领导力级别  
个人贡献者

法律实体名称  
Continental Holding China Co., Ltd.

## 职位要求

1. Bachelor's degree or above
2. Over 3 years experience as sales managing Chinese automotive OEM. Experience on commercial vehicle customers is a plus.
3. Strong sales mindset and sales knowledge like negotiation skills, customer orientation
4. Good knowledge of English language, fluent in spoken and written,

## 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.

AUMOVIO is a truly global automotive supplier, operating in over 50 countries across the world. Our international footprint is one of our greatest strengths - it connects us with customers, talent, and

innovation on a global scale.