

IAM Sales Manager (ATE friction)

Náplň práce

We are looking for a dedicated Regional Sales Manager to join the ATE Brake Friction and Maintenance Components team. This position requires a professional who can effectively manage sales operations in the designated region while driving business growth and maintaining customer satisfaction.

1- Manage and expand sales business in the designated region, focusing on customer satisfaction and performance metrics

- Conduct product demonstrations, participate in client meetings and team workshops, effectively promoting ATE products

- Analyze market trends and identify growth opportunities within the region

- Utilize persuasive sales techniques to guide customers in selecting ATE product solutions

- Demonstrate excellent multitasking skills through maintaining customer relationships, achieving sales targets, and handling administrative tasks

2- Lead and develop the sales team, providing guidance and support to maximize team potential

- Create and submit comprehensive data analysis reports to senior management

- Apply product knowledge and industry expertise to develop innovative solutions for customer challenges

- Represent ATE at industry events and trade shows, expanding the company's network and customer base

- Continuously monitor automotive industry trends (especially in high-performance braking systems) to maintain a competitive edge



ID pozície
REF6126X

Miesto práce
Yang Pu Qu

Úroveň vedenia ľudí
Leading Self

Právnická osoba
AUMOVIO Holding China Co., Ltd.

Profil kandidáta

The successful candidate for the Regional Sales Manager position must possess the following qualifications:

1- Hold a bachelor's degree in Business Administration, Marketing, or a related field.

2- Have at least 5 years of sales management experience within the automotive industry.

3- Demonstrate a proven ability to consistently achieve and

exceed sales targets.

4- Possess comprehensive knowledge of automotive braking systems and maintenance components.

5- Exhibit exceptional leadership skills and be capable of effectively building and managing high-performing sales teams.

6- Have excellent communication and presentation skills to facilitate efficient customer interactions and product demonstrations.

7- Be proficient in data analysis and capable of generating comprehensive reports for senior management.

8- Be willing and able to travel frequently within the assigned region.

9- The ideal candidate should also have a deep understanding of automotive industry market trends (especially in the field of high-performance braking systems) and be able to leverage this knowledge to drive business growth and maintain a competitive edge.

Čo ponúkame

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O nás

We are the Adaptive Powerhouse for Future Mobility, making it safe, exciting, connected, and autonomous. To achieve this goal, we provide innovative solutions and a wide variety of mobility services.

The automotive world is transforming: technologically, economically and disruptively. With new stakeholders, dynamic markets and the changing of value chains, a new business approach is an absolute must. We are making the most of our long-standing expertise to embrace new mobility solutions. Our unique portfolio, smart value-creation strategy, local presence and global reach enable us to offer innovation and expertise, momentum and reliability, foresight and partnership.

We develop, produce and supply technologically leading and market-oriented products, hardware, software and modern mobility solutions. In addition, we offer various services. Our diverse portfolio features a multitude of extremely well-established products and underpins our strong market position. It plays a key role in making future mobility safe, exciting, connected, and autonomous.