AUMOVIO

Controller Customer Sales Team - North America

Jūsų užduotys

HOW YOU WILL MAKE AN IMPACT

> Act as the bridge between BA Business Controlling, CST, and Commercial Excellence for all customer facing commercial topics, including repricing, LiFT, open book reviews, target setting, and CUPA.
> Ensure fact based, compliant, audit ready commercial negotiations with Americas OEMs through accurate cost transparency, tariff impacts, and cross BA data alignment.
> Strengthen customer profitability visibility and improve Americas OEM commercial performance through structured analysis, challenge, and tracking.

Process, Methods and Tools

> Consolidate, validate, and analyze costs, volumes, tariffs, and key commercial data for CST negotiation preparation across BAs
> Maintain and enhance data quality in tools including TRACE, ePCIS, CUPA, ensuring consistency and auditability
> Lead or support CUPA analyses to quantify customer profitability and support negotiation strategies
> Safeguard compliance with open book rules, anti trust guidance, and data sharing protocols, coordinating with Legal as needed
> Integrate tariff related cost impacts from CST tariff process (claim files, PO handling, audits, dashboards) into negotiation and profitability models

Organization/Network

> Drive cross BA alignment, ensuring timely delivery of cost breakdowns, operational inputs, and RfQ financial packages needed by CST
> Support CST in compiling negotiation packages and returning validated negotiation results to the Business Areas
> Represent CST/Controlling directly in customer negotiations where financial depth or escalation requires finance presence
> Facilitate structured lessons learned exchanges across BA Controlling, CST, Sales, CE, and other functions
> Support Sales/KAM and Controlling in aligning customer governance topics (pricing authority, concession approvals, responsibility splits) based on enterprise roles and RASICs
> work with CST extended team within staff / cross BA team meetings to have awareness and support on overall initiatives of OEM/CST team

Content / Special Requirements

> Support the development and continuous improvement of CST

Darbo ID
REF6810L

Darbo sritis
Finansai ir kontrolė

Vieta
Auburn Hills

Lyderystės lygis
Leading Self

Juridinis asmuo
AUMOVIO Systems, Inc.

financial tools (TRACE, CUPA, ePCIS, tariff dashboards)
> Coordinate input for LiFT target setting, planning, forecasting, and performance tracking
> Drive all required activities to ensure successful external audit of CST methodology, data structures, and models (open book, CUPA, tariff claims)
> Support transparency around key customer KPIs and customer level performance risks (delivery, commercial KPI deterioration, disputes) in collaboration with Customer Controlling

Tariff Ownership

> Integrate US tariff claim financial governance (claim preparation, audit readiness, PO handling, billing, tracking) into CST Controlling deliverables.
> Responsibility for Tariff + CUPA + TRACE + ePCIS data integrity and master data accuracy to ensure negotiation readiness.

Reikalavimai

WHAT YOU BRING TO THE ROLE

- Bachelors Degree in Economics, Business Administration, Finance, or an equivalent quantitative discipline.
- Minimum 7 years experience.

- Experience in product costing and controlling.
- Track record of work in a BA organization with close link to business and sales
- Highly skilled in analytical thinking, tools and visualization
- Automotive Business understanding & acumen
- Experience leading project teams or influencing cross functional stakeholders (Sales, BA Controlling, CE, Legal, Purchasing).
- Ability to lead without formal authority, drive alignment across multiple BAs, and manage high pressure negotiation cycles.
- Experience supporting distributed or international teams is preferred.
- Experience working with international teams and understanding cultural expectations of global OEM customers.
- Prior exposure to North America, Mexico, and/or multi region BA structures is advantageous.

- Legal authorization to work in the U.S. is required. AUMOVIO will not sponsor individuals for employment visas now or in the future for this job posting
- AUMOVIO does not offer relocation assistance for this opportunity.

ADDITIONAL WAYS TO STAND OUT

- Masters degree preferred.
- 10 years experience preferred.

Mes siūlome

All your information will be kept confidential according to EEO guidelines.

EEO-Statement:
EEO / AA / Disabled / Protected Veteran Employer. AUMOVIO offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, AUMOVIO complies with government regulations, where they apply, including affirmative action responsibilities for qualified individuals with a disability and protected veterans. To be considered, you must apply for a specific position for which AUMOVIO has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, AUMOVIO provides reasonable accommodations to qualified individuals with a disability.

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.**

Apie mus

This role is part of Automotive Business Controlling and thus forms an important part of the central Controlling & Finance team.