

Head of Sales UX S4 & UX China UX中国区及S4 销售总监（芜湖）

Descrição da função

Strategy Planning

1. Define relevant customer strategy considering business environment and target setting for sales:
 - a) Approve upon which customer programs to attack with which products at what time and with a defined action plan
 - b) Drive decision on customer specific product offerings (Manage Sales "Funnel" of opportunities)
 - c) Drive decision on actions regarding customer needs and white spots
 - d) Drive competitor analysis
2. Contribute to relevant product strategy with focus on product portfolio, road maps, markets and competitors:
 - a) Contribute to the decision process to establish the product portfolio and roadmap using the existing customer network (e.g. R&D, Marketing, etc.)
 - b) Alignment of internal and external product portfolio and roadmap

Commercial Management

1. Challenge, drive and guide all tasks / activities related to order Intake, acquisition and quote process:
 - a) Define order intake targets, and approve acquisition strategy
 - b) Review and approve commercial quotations
 - c) Ensure harmonization of offers, contents and target fulfillments considering the current business plan
 - d) Ensure appropriate front loading during acquisition phase
 - e) Lead anticipated Price Reduction and Discount (aPRD) negotiations
2. Ensure that claims of strategic importance are considering broader prospective and influences on all business aspects:
 - a) Negotiation of all kinds of strategic / critical claims
 - b) Ensure:
 - Lessons learned
 - De-escalation
 - Management involvement
 - c) Consider the "Active Claim Management Process"

Customer Relationship Management

- Responsible for maintaining customer relationship and processes improvements with appropriate management:
- a) Define and ensure application of customer relationship management (CRM) rules (e.g. Customer satisfaction information, creation of trust, response times, meeting structure, etc.);
 - b) Review, update and develop actions based on customer interface matrix;
 - c) Establish and maintain customer communication and network on comparable level;
 - d) Define communication between internal and external business



Identificação da vaga
REF7305S

Local
Wu Hu Shi

Nível de liderança
Leading People

Pessoa jurídica
AUMOVIO Automotive Wuhu Co., Ltd.

partners in coordination with KAM;

Sales Administration

1. Responsible for planning, execution and approval of cost center budget, sales & acquisition:

- a) Cost center budget planning and achievement;
- b) Approve budget / strategic sales plan;
- c) Escalation management;
- d) Periodic review of critical items;
- e) Define and review KPI`s (Scorecard, etc.);
- f) Responsible for data and acquisition documents archive;

2. Responsible for guidance, monitoring and administration of COEM BD and sales team:

- a) Environmental Safety and Health;
- b) Handling of HR tools;
- c) Ensure of compliance rules

Team Management

- 1) Inspire and coach sales team;
- 2) Evaluate performance of core team members in accordance with line management;
- 3) Establish competency management for sales team;
- 4) Establish appropriate project organization for sales function ;
- 5) Manage the continuous improvement in terms of organizational setup to support the growth of business.

Requisitos

1. Bachelor degree or higher in engineering or equivalent
2. >10 years of working experiences, preferably in the automotive industry
3. Rich experience in exploring new markets with new customers and promoting the launch of new products
4. > 5 years team management experience, including sales team set up, talent development, performance assessment.
5. Foreign company working experience

O que oferecemos

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.**

Quem somos

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.