AUMOVIO

# Customer Sales Team Controller 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 financial tools (TRACE, CUPA, ePCIS, tariff dashboards)
- Coordinate input for LiFT target setting, planning, forecasting, and

Darbo ID
**REF7508R**

Darbo sritis
**Finansai ir kontrolė**

Vieta
**Guadalajara - La Tijera**

Lyderystės lygis
**Leading Self**

Kontaktinis asmuo
**Marcela Martin del Campo**

Juridinis asmuo
**AUMOVIO MEXICO, S. DE R.L. DE C.V.**

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**

- Bachelor's 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.
- AUMOVIO does not offer relocation assistance for this opportunity.

**ADDITIONAL WAYS TO STAND OUT**

Masters degree preferred.

10 years experience preferred.

## Mes siūlome

At AUMOVIO we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-MM1

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

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.