

Strategic & Commercial Management for HMG Korea | AUMOVIO Korea

Descrição da função

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Commercial Management & Strategy

- Establishes, provides and coordinates best-in-class commercial intelligence across Business Areas for Hyundai.
- Analyze, validate and report key sales KPIs (e.g., Sales, Order Intake, A/S, etc.) to support management decision-making with accurate and actionable commercial data
- Building Customer strategy by integrating sales performance and long-term sales plan with market intelligence

Customer Contract & Standard Management

- Guide, coordinate and negotiate Global Hyundai contractual requirements (including General Terms and conditions) from reception, reviewing, negotiation and publishing after alignment with legal department
- Establish, manage and perform comprehensive analysis, including risk evaluation and provide concise communication to external/internal stakeholders.
- Communicate, instruct and train the impact of complex new contracts / clauses / contractual change requests (e.g. Quote Toolbox) with standards and process.

Sustainability

- Identify and collect customer sustainability requirements and strategies, and share consolidated insights with relevant internal Stakeholders
- Drive and coordinate the alignment process on customer sustainability requirements in close collaboration with the Sustainability organization.
- Mentor and guides Business Areas during quote preparation on sustainability topics
- Drive and coordinate the communication process for customer sustainability questionnaires and general requests

Customer Events

- Align, coordinate and define the marketing, communication and event action plan following Customer strategy and needs
- Lead and manage annual Top Management events, with a strong focus on relationship building and strategic engagement.
- Define and steer the overall customer event process and consolidated event plan on annual basis.



Identificação da vaga
REF77090

Local
Seongnam-si

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO Korea Ltd.

The final scope of responsibilities will be defined based on the selected candidate's experience and expertise, and may include a combination of the functions listed above.

Requisitos

- Bachelor's degree or equivalent professional experience
- Strong understanding of global automotive industry and ecosystem
- Excellent communication skills across diverse internal and external stakeholders
- A proactive and adaptable mindset, with a strong interest in navigating change and resolving complex business challenges
- Solid professional understanding of customer contract management
- Minimum of 3 years of professional experience in an international business environment
- Candidates with experience in the automotive industry or a background at a consulting firm are preferred
- Experience in sales management, sales strategy, or business development is preferred
- Fluency in English and Korean is required
- Proficiency in Microsoft Office applications, particularly Excel and PowerPoint

O que oferecemos

- **Application Introductions**
- Please kindly submit your Resume as an Application Form.
- Application Form Download Link
: <https://c.smartrecruiters.com/sr-company-attachments-prod-aws-dc/5/681b2d3485c3bb61ebb8f208/73a6ad05-6eb9-461a-83db-5bd544213f30?r=s3-eu-central-1>
- **Additional Information**
- Application of this position will be valid until hiring completion.
- Notification of application results will be provided upon completion of the recruitment process.

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 86.000 employees in more than 100 locations worldwide.

