

## GM / New Mobility Account Manager

### 담당 업무

Manage the North American New Mobility Account for AUMOVIO. Report to the Global Head of Sales for GM & New Mobility Customer Center. Main responsibility is to grow the New Mobility business to reach sales plan targets at profitable levels. The role involves developing and maintaining solid and engaged customer relationships and acting as the voice of the customer to drive business growth.

### Core Responsibilities:

- Develop and implement strategies to seek, validate, and cultivate new business opportunities
- Identify opportunities with new customers and industries
- Understand industry sectors, market needs, and potentials
- Act as the single point of contact for New Mobility Customer Center opportunities:
- Own and Drive customer contracts and business proposals
- Develop and maintain strategic and cooperative relationships with customers
- Understand project timing and customer milestones to ensure timely and proper closure of issues.
- Optimize opportunities and build strategy to sell platforms to different customers
- Negotiate offers / price changes / claims / EBIT improvements, etc., including providing guidance on Terms & Condition's
- Manage ED&D and Tooling Purchase Orders (TPO's) with the Customer (submitting, reconciling, collecting payment)
- Maintain piece price tracking and reconciliation of Production Purchase Orders (PO's) in AUMOVIO SAP and the customer's systems. Resolve accounts receivable topics for assigned products.
- Handle preproduction sample deliveries per customer specific requirements, including quotation, delivery assurance, invoicing and payment
- Support annual sales planning and forecasting activities:
- Create SPOT entries and acquisition R&D budgets in Global PS Tool
- Confirm capacity demand planning
- Ensure accurate volume and sales through analysis of customer demand, historical performance, market trends, and other risk factors
- Lead New Business pursuit (RFI / RFQ) activities for Business Architecture and Networking Solutions with GM including development of the acquisition strategy and target price definition. Obtain and report competitive intelligence to optimize value creation for different New Mobility Customers
- Work Close to the product lines to optimize the product / platform offers



직무-아이디

**REF7824D**

모집 분야

영업 마케팅

지사

**Auburn Hills**

리더십 레벨

**Leading Self**

법률 고지

**AUMOVIO Systems, Inc.**

### 지원자 프로필

- Bachelor's Degree (Engineering, Business Management, or equivalent)
- Experience in Business (Finance, Purchasing, Logistics, Customer Quality, or Manufacturing), Engineering (R&D), Project Management or a combination of these functional areas in Automotive (minimum of 10 years)
- 7+ years' Experience in Business with focus of Customer relationship management
- Experience working with Automotive Electronics Business
- Business Knowledge (Finance, Purchasing, and Logistics)
- Experience with negotiation approaches and methodologies
- Experience working as a member of an international / global team
- Experience with OEMs Portals
- Experience working with multiple customers
- Project Management experience
- Experience with Financial Models for project / product costing
- Knowledge of electronic Components and Technologies
- Knowledge of Automotive Electronics Development and Manufacturing Processes
- Knowledge of Business processes and Structure
- Fluent in English Language
- Meticulous Record keeping
- Availability to travel is required as most of customers are in California

#### Core Capabilities:

- Vision (Strategic Orientation)
- Entrepreneurship (Customer Orientation, Profit Orientation)
- Execution (Decision Making, Delivery of Results)
- Drive (Initiative, Self Determination)
- Learning (Build up Business Acumen)
- Interaction (Clear and Open Communication, Networking)

AUMOVIO may offer visa support for internal candidates who currently have a valid employment visa under AUMOVIO Systems, Inc.

AUMOVIO does not offer relocation assistance for this opportunity.

#### **Additional ways to stand out**

- Master's degree in business administration or engineering
- 10+ years' Experience in Business with focus of Customer relationship management
- Knowledge of AUMOVIO Processes (SPOT, eCRs, PCIS, ePRs, ePPT, etc.)
- Knowledge of Agile development methods and tools: Kanban, Scrum, JIRA

#### 채우 조건

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

What we offer:

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Employee Discounts
- Competitive Bonus Programs
- Employee 401k Match
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional
- And many more benefits that come with working for a global industry leader!

#### 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.**

#### 기업 소개

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.