

## Sales Lead for GWM

### Descrição da função

Sales Lead is the owner of all cross BA matters (i.e. mega-supplier negotiations, system quotes, terms & conditions etc.) and the main representative in front of the customer. He/she develops and executes the agreed customer strategy and account business plan, summarizing all business opportunities for future growth.

He/she is the main business driver across BAs for GWM. He/she is based in Baoding.

#### 1. Business Growth

- Defines potential business and growth opportunities through white spot analysis

- Supports selection of "must wins" and creates action plans and tactics to win

- Responsible for the entire quotation process for cross BA quotations

#### 2. Account Strategy

- Defines the Account Strategy and Business Plan across BA

- Drives the BUs to execute Account strategy and potential business opportunities

- Monitor and communicate competitor activities

#### 3. Customer Management

- Responsible for GWM

- Responsible for all collective items (GT&C's, all cross BA contracts, open book policy etc.)

- Responsible for pro active de-escalation of critical customer issues

- Responsible for lower to middle management level customer meetings

- Responsible for all cross BA negotiations (i.e. Mega supplier, Global player, R+D)

- Represents Conti Automotive in all customer management levels (CRM)



Identificação da vaga  
**REF79348X**

Área funcional  
**Marketing and Sales**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Onsite Job**

Contato  
**Wenqing Cai**

Pessoa jurídica  
**Continental Holding China Co., Ltd.**

Consults BAs in all customer affairs

Responsible for senior executive customer meetings and fairs & shows

## **Requisitos**

- Sales knowledge: negotiation skills, customer orientation
- BU-specific product and assortment knowledge
- Entrepreneurial thinking and ability to work self-directed
- Strong sales mindset
- Strong communication skills
- Strong strategic and analytical skills

## **O que oferecemos**

Ready to take your career to the next level and join us at the start of something extraordinary? Apply now to become a part of AUMOVIO and drive the future mobility together with us!

## **Quem somos**

Continental's Automotive group sector is expected to be listed as independent company "AUMOVIO" in September 2025. With ~93,000 employees worldwide and annual sales of ~€20 billion, we are entering an exciting new era.

AUMOVIO stands for highly developed electronic products and modern mobility solutions. In addition to its strong market position with innovative sensor solutions, displays, and technologically leading braking and comfort systems, AUMOVIO has significant expertise in software, architecture platforms and assistance systems for the rapidly growing future market of software-defined and autonomous vehicles. Our purpose is clear: to make future mobility safe, exciting, connected, and autonomous.