

## Sales Lead for HMG Korea | AUMOVIO Korea

### 工作职责

#### Sales Lead for HMG Korea | AUMOVIO Korea

- Sales Lead HMG Korea is the owner of all cross-BA(Business Area) customer matters and represents all BAs in front of the customer for Korea.
- The function develops and executes the customer strategy in a strong alignment with the Business Areas, summarizing all business opportunities for future growth.
- Ownership for steering, approving, aligning and driving the implementation of the relevant customer strategy considering future and global business opportunities on comparable level with the customer as well as acquiring and transferring customer market and strategic knowledge within AUMOVIO.
- Challenge, drive and guide Business Areas related acquisition requirements on a regional basis cross BAs
- Support Business Areas related acquisition requirements on a regional basis cross-BA.
- Responsible for steering and approval of customer engagement, knowledge of customer processes, and setting internal guidelines (improvements processes and change management processes)
- Orchestrate and steer the right and balanced goal alignment and ensure an aligned internal/external communication.
- Sales Lead HMG Korea is the main business driver across Business Areas and is supported by the two main pillars of CST organization consisting of the Customer Sales Manager BA / Regional (CSM) and Customer Strategic and Commercial Management (CASC) according to the head of global HMG CST strategy.

### 职位要求

- Degree in Business Administration, Economics and/or Engineering
- Minimum 5 years job experience in an international automotive environment
- High negotiations experience preferred, e.g. Sales, Key Account Management, Project Management
- Fluent in Korean and English

### 我们可以提供

- **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**



职位号码

**REF8052H**

所在地

**Seongnam-si**

领导力级别

个人贡献者

法律实体名称

**AUMOVIO Korea Ltd.**

- 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.**

## 关于我们

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.