IAM Sales Manager (ATE friction)

Jūsų užduotys

We are looking for a dedicated Regional Sales Manager to join the ATE Brake Friction and Maintenance Components team. This position requires a professional who can effectively manage sales operations in the designated region while driving business growth and maintaining customer satisfaction.

1- Manage and expand sales business in the designated region, focusing on customer satisfaction and performance metrics

• Conduct product demonstrations, participate in client meetings and team workshops, effectively promoting ATE products

• Analyze market trends and identify growth opportunities within the region

• Utilize persuasive sales techniques to guide customers in selecting ATE product solutions

• Demonstrate excellent multitasking skills through maintaining customer relationships, achieving sales targets, and handling administrative tasks

2- Lead and develop the sales team, providing guidance and support to maximize team potential

• Create and submit comprehensive data analysis reports to senior management

• Apply product knowledge and industry expertise to develop innovative solutions for customer challenges

• Represent ATE at industry events and trade shows, expanding the company’s network and customer base

• Continuously monitor automotive industry trends (especially in high-performance braking systems) to maintain a competitive edge

Reikalavimai

The successful candidate for the Regional Sales Manager position must possess the following qualifications:

1- Hold a bachelor’s degree in Business Administration, Marketing, or a related field.

2- Have at least 5 years of sales management experience within the automotive industry.

3- Demonstrate a proven ability to consistently achieve and

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exceed sales targets.

4- Possess comprehensive knowledge of automotive braking systems and maintenance components.

5- Exhibit exceptional leadership skills and be capable of effectively building and managing high-performing sales teams.

6- Have excellent communication and presentation skills to facilitate efficient customer interactions and product demonstrations.

7- Be proficient in data analysis and capable of generating comprehensive reports for senior management.

8- Be willing and able to travel frequently within the assigned region.

9- The ideal candidate should also have a deep understanding of automotive industry market trends (especially in the field of high-performance braking systems) and be able to leverage this knowledge to drive business growth and maintain a competitive edge.

Mes siūlome

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We are the Adaptive Powerhouse for Future Mobility, making it safe, exciting, connected, and autonomous. To achieve this goal, we provide innovative solutions and a wide variety of mobility services.

The automotive world is transforming: technologically, economically and disruptively. With new stakeholders, dynamic markets and the changing of value chains, a new business approach is an absolute must. We are making the most of our long-standing expertise to embrace new mobility solutions. Our unique portfolio, smart value-creation strategy, local presence and global reach enable us to offer innovation and expertise, momentum and reliability, foresight and partnership.

We develop, produce and supply technologically leading and market-oriented products, hardware, software and modern mobility solutions. In addition, we offer various services. Our diverse portfolio features a multitude of extremely well-established products and underpins our strong market position. It plays a key role in making future mobility safe, exciting, connected, and autonomous.