

# Business Development Engineer

## Your tasks

- Identify, evaluate, negotiate, and manage business opportunities from existing or potential customers.
- Establish long-term professional relationships with potential customers.
- Be responsible for all tasks and activities related to order intake, acquisition and quote process of their responsible customers.
- Leads price, claim or contract negotiations from and towards customers within defined parameters.
- Identify and prepare relevant customer strategy considering business environment and target setting for sales.
- Analyze and evaluate information about markets and competitors.
- Maintain business partner relationship on comparable level.
- Responsible for review and approval of activities related to the internal acquisition process from an administration point of view.
- Responsible for execution and handling of customer related external and internal reporting tools.

## Your profile

- Bachelor's degree or above, major in engineering, business management or marketing related
- Focus on COEMs customers, e.g. Geely
- Familiar with the technology, products, and development trends of the automotive parts industry
- Ability to sell, negotiate, and expand business
- Proficient in using data analysis tools
- Proficient English speaking ability

## Our offer

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.**

## About us

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.



Job ID  
**REF83032U**

Field of work  
**Marketing and Sales**

Location  
**Suzhou**

Leadership level  
**Leading Self**

Job flexibility  
**Onsite Job**

Contact  
**Chen Xin**

Legal Entity  
**AUMOVIO Automotive Parts Co., Ltd.**