

## Sales Manager

### Descrição da função

- Monitor and analyze market trends, customer needs and competitor activities
- Support market research and competitor benchmarking
- Maintain and update business plan data; support forecast (FC) planning activities
- Actively develop the market by tracking new project RFQs, managing quotations and supporting nomination processes
- Support customer audits and ensure readiness for customer evaluations
- Coordinate sample submission for new projects; follow up on customer validation and approval
- Monitor project progress to ensure timely SOP achievement
- Coordinate and track urgent deliveries to avoid customer complaints
- Support activities to increase the company's market share
- Lead annual price reduction negotiations with customers
- Support customers during quality issues and contribute to reducing customer complaints

### Requisitos

- Master's degree in Engineering or Business Administration with technical background
- Minimum 3 years of sales experience in the automotive industry
- Proven knowledge of automotive products, standards and development processes
- At least 2 years of project management experience in an automotive environment
- Experience working in an international, cross-functional team
- Fluent English is required; German language skills are an advantage
- Willingness to travel

### O que oferecemos

- Stable, international corporate background
- Complex, professionally challenging tasks
- Supportive, highly professional management
- Opportunities for professional growth and development

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.**

### Quem somos

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-



Identificação da vaga  
**REF8405A**

Área funcional  
**Marketing and Sales**

Local  
**Veszprém**

Nível de liderança  
**Leading Self**

Pessoa jurídica  
**AUMOVIO Hungary Kft.**

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.