

Sales Manager

Shanghai, China

The sales manager is in charge of the coordination of all the sales activities.

1. Management Strategic Sales & Business Development planning for the region (5 years planning (Plan V) and budget planning (Plan X).
 - a) Sets the objectives to be achieved for the next period. b) Follows-up the progress of the activity with a special attention to:
 - prices and contractual relationship
 - productivity (product and process)
 - changes
 - claims
 - tooling (customer orders, interval validation, registration after customer payment)
 - cash situation and overdues
2. Prices and contractual relationship
 - a) Ensures proper documentation of all prices and written communication to customer.
 - b) Checks coherence of all offers and validates offers regarding technical changes and mandated components.
3. Productivity (product and process)
 - a) Considerates or takes directly in charge the process productivity and product productivity negotiation.
 - b) Ensure follow-up of the productivity negotiation, in particular that the conditions defined during the negotiation are respected by both parties. c) Alerts internally if the activities related to product productivity will not reach the targets committed to the customer.
4. Changes

Ensures that a commercial agreement is reached with the customer about changes before change introduction or launch within Motherson SAS.
5. Claims
 - a) Supports claims negotiation at the appropriate level at the customer.
 - b) Trades off the claims in the global negotiation for an acceptable deal within Motherson SAS.
6. Customer relationship
 - a) Interfaces with the customer at 1. management level.
 - b) Develop the relationship with his direct counterparts at the customer and with the assigned contacts by the sales network. Support of global KAM's according to the SBP organizational structure. c) Customer representative – responsible of all Requests/RFQ (including Critical Characteristics list if defined), Customer Specific Requirements (CSR) all changes and/or additional requirements, and global satisfaction for the assigned customers.

1. Bachelor's degree in engineering and/or Business school.
2. 2 5 years of experience in Sales and Automotive industry.
3. Experienced with the Chinese local customer or new automotive customer as a plus.
4. Interior business as a plus.
5. Leadership and management skills in similar areas of responsibility.
6. ECR procedure, program milestones linked to payment.
7. Broad and comprehensive understanding of theories and practices in sales discipline.
8. Strong business acumen and marketing know-how in OEMs.
9. Strong negotiator with good interpersonal skills.
10. Fluent in English.
11. Good communication Skill.
12. Team player.
13. Self confidence.
14. Self-motivated and willing to take tasks.
15. Microsoft (PPT & Excel).
16. Quick learner.

Medical insurance, employee travel, year-end bonus, flexible work, annual medical check-ups, transport subsidies, housing subsidies, phone subsidies, professional training.