Kautex Textron GmbH & Co.KG
(Senior) Sales Manager (f/m/d)

Bonn-Holzlar  Feste Anstellung  Vollzeit  Erschienen: vor 1 Woche

Kautex, a subsidiary of Textron Inc., is rated among the Top 100 Automotive Suppliers worldwide. The company is a leading global supplier of hybrid and conventional plastic fuel tank systems, selective catalytic reduction systems (SCR) and clear vision systems and sensors. In addition, the company produces and supplies camshafts, castings and industrial packaging. Headquartered in Bonn, Germany, the company owns and operates more than 30 facilities in 14 countries worldwide.

At Kautex, we are a company where ideas are put into motion by those who are accelerating the future. Working at Kautex means driving your own success story.

Your tasks

- Take ownership of new products in CBU1 towards customer Volkswagen
- Coordinate all activities regarding new products within CBU1 towards customer
- Direct contact to customer / Door-Opener / Managing contacts
- Defining right sales-strategy
- Join and drive offer RFIs and RFQs
- Preparation of customer specific presentations, meetings and visits
- Direct report to Director Sales
- Regular business travel up to 2 to 3 days average per week
- Accountability for all commercial data in our Kautex systems (first approval gate) (SAP/Excel/PLM (centralized lifecycle management)/Up2Go (sales planning data)
- Ability to understand and analyze commercial data and to coordinate the quotation process per Kautex standard (FLP - Flawless Launch Process)
- Deep understanding of commercial data and strategic planning
- Provide the customer with the necessary information in an efficient and professional manner
- Adapt to changes, quickly translate changes into opportunities. Manage conflicting requirements of customer needs vs internal needs and develop creative solutions that meet both customer and internal needs - see the “win/win” situations.
- Build and maintain the personal relationships, understand the customer needs between the lines and see creative opportunities to win and develop new business.
- Know Customer decision makers, influencers, systems, processes, trends, technologies, platforms etc..
- Know the competition (including future players and potential new entries), segment trends, dynamics and shares.
• Control and ensure a smooth and quick follow up of following financial topics in accordance to the approved business case (QAR/CAR):
• Strategic financial planning (savings/LTAs)
• Analyse, determine and control of the Sales related input for SBR/AOP
• First level of escalation
• Check and prepare commercial price agreements as well as Three Party Agreements (between OEM, Directed Parts Supplier, Kautex) and NDAs (Non-Disclosure Agreement);
• Ensure that the importance of compliance and business conduct is understood in the team

• Be able to lead a (functional) team and ensure proper results (time, quality and costs)
• Coordinate and supervise the Sales Team

Your profile

• University degree (master's degree, post graduate diplomas) in automotive related studies, Industrial Engineering, Business Administration or a comparable education is required
• Core skills such as: Value selling, market intelligence, product management
• Broad experience in leading cross functional (project-)teams
• Proven ability to successfully build up and lead a project team / department
• Good comprehension for finance and sales procedures and their feasibility
• Excellent Business English and German language skills are necessary
• Strong will to learn constantly to develop personal skills

Contact

Gehalt

Neugierig auf das Gehalt für diesen Job?

Gehalt anzeigen

Min €  
Max €

Unser Standort

Kautex Textron GmbH & Co.KG
Bonn, Deutschland

Mitarbeitervorteile
### Weitere ähnliche Jobs

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<th>Job Title</th>
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<td><strong>Senior Sales Manager (m/w/d)</strong></td>
<td>YoungCapital Deutschland Flex SE</td>
<td>Köln</td>
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<tr>
<td><strong>Sales Manager (m/w/d) Großraum Köln</strong></td>
<td>Schneidereit GmbH</td>
<td>Großraum Köln</td>
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<td><strong>Key Account Manager (m/w/d) – Technischer Service</strong></td>
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<td><strong>Area Sales Manager (m/w/d) – International – Innovative Technik für Energieversorger</strong></td>
<td>SAE IT-systems GmbH &amp; Co. KG</td>
<td>Köln</td>
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<td><strong>Sales &amp; Business Development Manager (M/W/D)</strong></td>
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Köln  Home-Office möglich
Schnelle Bewerbung
2 weeks ago

Sales Manager (m/w/d) Automotive
igus® GmbH
Köln  Home-Office möglich
Schnelle Bewerbung
5 days ago

Sales Manager/in (w/m/d) – Managed Services
Axians Deutschland
Köln  Home-Office möglich
1 week ago

Key Account Manager (m/f/d)
JT International Germany GmbH
Köln
3 days ago

Key Account Manager (m/w/d)
GO! Express & Logistics Deutschland GmbH
Bonn  Home-Office möglich
Schnelle Bewerbung
6 days ago

Jobs in Bonn  Senior Sales Manager/In jobs  Management jobs
Senior Sales Manager/In jobs in Bonn  Vertrieb Und Verkauf jobs in Bonn
Management jobs in Bonn  Salesmanager jobs  Senior Sales Manager jobs
Key Account Manager jobs  Key Account Manager/In jobs  Vorstand jobs
Steuerfachangestellte jobs  International Sales Manager jobs  Vertrieb Außenstelle jobs
Fuehrungskraefte jobs

StepStone

Bewerber