

Sales Account Manager

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Company: Litens Automotive Group

Location: Romania

Category: other-general

Statement:

The Sales Account Manager is the gate keeper for all new business quotations on the designated customers, ensuring global consistency. This role also is responsible to lead the forecasting and business planning processes as well as provide in-depth Sales Analytics for complex quotations. The Sales Account Manager will also maintain direct contact with the OEMs as required. The business will fall into one of the three categories described below.

Responsibilities:

Target Pursuit Business

- Create Plan, Lead the development, and Execute customer strategies to secure targeted business. Plan, Lead and Manage the quote process for targeted programs to completion with the divisions (spend time at divisions to understand customer and division requirements and gain knowledge of figures and accuracy)
- Ensure all appropriate customer deliverables are addressed in the final quote submission package
- Use creative commercial negotiation skills; ask for team/manager support
- Ensure Purchase Orders and customer authorization are correct and properly received
- Understand and Recommend Pricing Strategies and Manufacturing Process efficiencies

Business in Development

- Plan, Lead and Manage the commercial elements on each program throughout development to identify and address all commercial issues

- Ensure program deliverables and timing are understood by the division(s), and customer expectations are met

- Understand and Recommend Pricing Strategies and Manufacturing Process efficiencies

Business in Production

- Plan, Lead and Manage all commercial elements of the program throughout launch and production

- Ensure program deliverables and timing are understood by the division(s) and customer expectations are met

- Understand and Recommend Pricing Strategies and Manufacturing Process efficiencies

- Managing service parts lifecycle, including obsolescence, final buyouts, price increases and support change manage activities.

Other Job Elements

- Perform an effective review of our customer's activities to identify situations that may impact Litens' business or present product and sales opportunities.

- Communicate appropriate and accurate customer and supplier intelligence to their manager, business development teams, and other appropriate individuals within the company.

- Develop strong professional relationships the customer, divisions, teams, peers and suppliers that support our ability to be successful.

- Ensure Divisions are Trained and Competent in customer process and procedures.

- Ensure data consistency on Litens forecasting system through regular audits

- Open Issues Avoidance and Resolution Commercial and Customer Management in Support of Divisional Program Management Process Effective networking and utilization of resources throughout the company.

- Responsible Processes: Quote Process and Commercial Negotiation Process Open Commercial Issues Resolution (Identify – Track – Close) Account Management

Requirements:

Bachelor's degree in business, engineering, or related field

Minimum of 3 years of Sales Account experience working in the automotive industry.

Stellantis account experience is a plus

Confident and effective communication and coordination; technically competent with

technical background, eager to create create/ identify future business opportunities.

Accountability, business hunting skill, strong communication and negotiation skills

Demonstrated expertise in developing and managing relationship with a variety of stakeholders, internal and external

Experience investigating matters and making recommendations/ decisions based upon findings

Strong analytical, problem solving and decision-making skills

Demonstrated ability to take ownership of issues, to initiate actions, and to make effective decisions.

Demonstrated team player; optimism towards achieving positive outcome and the competitiveness to translate a plan into action.

Excellent business communications in English; French is a plus

Available to travel

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