


# Job Description

<b>Position:</b>	<b>Manager Sales North China CVS</b>
<b>Department:</b>	<b>Sales &amp; Marketing - CVS</b>
<b>Position Holder's Name:</b>	
<b>Substituted by Position:</b>	
<b>Responsibilities:</b>	<ul style="list-style-type: none"> <li>• Drive the quotations and ensure the professional preparation of quotes</li> <li>• Contract management and Understanding (3 Party Agreement, Warranty Agreement, NDA etc.)</li> <li>• Lead negotiations and commercial activities with the support of the sales team</li> <li>• Drive all price negotiations and contract reviews for ongoing production products for the customer assigned</li> <li>• Ensure smooth and quick follow up of all commercial topics for the customers in line with approved CAR</li> <li>• Manage the customer contact in an efficient and professional manner, obtain and provide the customer with the requested information on all commercial issues</li> <li>• Ensure strong financial control of project results (positive cash flow incl. forecast, invoices raised at earliest, benefit on project cost, financial and piece price tracking)</li> <li>• Development and control of the of the sales related input for the AOP planning process</li> <li>• Responsible for the serial, after serial, service parts and project related price negotiations</li> <li>• Responsible for offer/order tracking (financial tracking)</li> </ul>
<b>Educational and Experience Requirements:</b>	<ul style="list-style-type: none"> <li>• University degree in Industrial Engineering, Business Administration or a comparable education is required</li> <li>• &gt; 5 years experience in international automotive industry</li> <li>• Good comprehension for finance and sales procedures and their feasibility</li> <li>• Chinese is required, excellent Business English skills are necessary, Japanese is priority plus advantage</li> <li>• Strong will to learn constantly to develop personal skills</li> </ul>
<b>Competencies (functional, methodical, personal, leadership, IT, language skills):</b>  	<ul style="list-style-type: none"> <li>• Self development</li> <li>• Organizing</li> <li>• Priority setting</li> <li>• Drive for results</li> <li>• Maintain Ethics &amp; Values</li> <li>• Compassion</li> <li>• Developing Direct Reports and Others</li> </ul>
<b>Date:</b>	
Sig. Supervisor/Name	Sig. Position Holder