

Autoneum is globally leading in acoustic and thermal management for light and commercial vehicles. The Company develops and produces multifunctional, lightweight and sustainable components and systems for interior floor, interior trim as well as engine bay and underbody. Customers include almost all automobile manufacturers in Europe, North & South America, Asia and Africa. Autoneum is represented in 25 countries, employs around 15 800 people and operates 64 production facilities worldwide. The Company with its headquarters in Winterthur, Switzerland, is listed on the SIX Swiss Ex-change (ticker symbol AUTN).

For Autoneum Tooling we are looking for Sales Manager

Sales Manager

Czech Republic – Hnatnice – 100%

Your responsibilities

Main purpose of the job:

Development long-term partnership with customers
 Maintain and grow profitable business for Autoneum Tooling
 Establish Autoneum’s reputation as market and innovation leader for long-term business growth in the area of tools

Main tasks:

- Customer Relationship Management: Develop and maintain customer relations at all hierarchical levels including purchasing and technical communities for the BGs. Develop and maintain customer relations with external customers including purchasing and technical communities. Manage the interface for all customer-specific topics. Guide man-mapping to build long-term relationships between customers and Autoneum Tooling. Understand and influence customer requirements and demands through close relations.
- Managing business along the full lifecycle from pre-acquisition to EOP incl. spare part management Ensure sales targets for Autoneum Tooling are met In-depth market and competitor analysis to draw

Your qualifications

Required experience:

Several years of sales experience
 Several years of project experience in the tooling sector
 Knowledge of the Automotive industry is a plus
 Experience in international teams

Required qualifications:

Recognized degree in business administration
 Management qualifications
 Comprehensive knowledge of the tooling and automotive market
 Marketing skills
 Excellent knowledge of English, Czech is a plus
 Extensive knowledge of MS Office, SAP and PLM understanding
 Understanding of compliance rules & their importance in the (global) market place

Main tools (Lotus Notes, MS Office, etc.):

MS Office
 SAP
 PLM (Siemens Teamcenter)



conclusions for successful customer strategy
Definition of customer strategy as integrated part of strategic planning process
In-depth market and competitor analysis to draw conclusions for successful customer strategy
Definition of customer strategy as integrated part of strategic planning process
Analysis of customer technology needs and future demands as input for Autoneum innovation portfolio and business development activities
Strong and continued technical marketing of Autoneum product and service offering
Business acquisition strategy in alignment with Autoneum strategy
Price negotiation, contract management including all delivery conditions
Escalation management, fast reaction on urgent business matters (e.g. project delays)

Are you excited to work in a global and multi-cultural work environment and are you looking for an inspiring and engaging workplace? Then we are looking forward to receiving your application.

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