

Autoneum is globally leading in acoustic and thermal management for vehicles. The Company develops and produces multifunctional, lightweight components and systems for interior floor and engine bay as well as the underbody. Customers include almost all automobile manufacturers in Europe, North & South America, Asia and Africa. Autoneum operates 67 production facilities and employs around 16100 people in 24 countries. The Company with its headquarters in Winterthur, Switzerland, is listed on the SIX Swiss Exchange (ticker symbol AUTN).

Summary

This position is responsible for strengthening Autoneum’s image with specific customers, and managing orders / accounts which give the CBU profitable growth, The Account Manager is responsible for the regional coordination of customer account management activities, and serves as the Autoneum point person for account development – regional opportunity development, customer specific due diligence activities, costing & pricing-

Account Manager

United States – Farmington Hills – 100%

Your responsibilities

Essential Duties and Responsibilities

- Generating and managing price quotations with supporting tool breakdowns and pricing breakdowns
- Duties include purchase order processing, entry and tracking and invoicing
- Provide direct and/or indirect support to the Customer Business Unit (CBU)
- Participate (where required) in CBU and Business Group acquisition activities associated with customer specific requirements (forecasting, capacity/footprint planning, technology offerings) monitoring results and revising award packages to assist the CBU and Business Group in achieving future growth objectives
- Interacts as necessary with internal functional groups as required; Engineering, NVH, Finance, Program Management, Purchasing, Manufacturing, and Costing
- Ensure daily activities of business

Your qualifications

Education / Experience

- Bachelor degree required; Master degree preferred
- 2 or more years of successful sales experience in the automotive industry preferred; acoustic/thermal management products experience beneficial
- Knowledgeable of the market, being particularly aware of business development opportunities and competitive threats
- Ability to motivate and influence others
- Excellent quantitative, and analytical skills are a must
- Ability to travel up to 15% (US and International)

Language Ability

- Proficient in regional language skills (ie: English in NA)
- Excellent verbal and written communication skills
- Ability to write detailed reports, analysis and correspondence, effectively presenting information and responding to questions from groups of senior managers, customers and suppliers
- Organize thoughts and priorities under a considerable amount of pressure

Math Ability



engagements align with the Autoneum regulation for Conduct of Business Relationships

- Other duties as assigned

- Basic math skills are required

Computer Skills

- Proficient in MS Office applications, Internet, E-mail

This position works under pressure of deadlines with interruptions occurring regularly.

Position frequently requires more than 40 hours per week

The primary purpose of this job description is to summarize the key/essential duties. Other duties may be assigned.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

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