

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 53 production facilities and employs around 12 800 people in 24 countries. The Company with its headquarters in Winterthur, Switzerland, is listed on the SIX Swiss Exchange (ticker symbol AUTN).

Currently we are looking for:

Sales Manager, place of work Gothenburg, Sweden

Sweden – Goteborg – 100%

Your responsibilities

Development long-term partnership with customer
Maintain and grow profitable business for Autoneum
Establish Autoneum's reputation as market and innovation leader for long-term business growth

- Ensures that the defined core processes (client management / QDM / business acquisition) within sales are implemented
- Is a member of the program steering committee for B- / and C-Class Programs
 - Participates with the business strategy definition's (STP) and applies this strategy
 - Develops the mid-term business plan and takes care of the regular update of the synthesis forms (vehicle, function...)
 - Set-ups sales forecasts for his client for an European business
 - Has a look at the competitors' situation, makes an analysis and brings ideas in coordination with the Automotive division Marketing Dept
 - Checks all offers before submission to customer. Is in charge of the precise level of documentation of the offer regarding terms and conditions, specific project requests and general cost references within the offer. Validates any new request of the customer
 - Manages the activities of a team (animates, coordinates and lays down the sales goals of its team)
 - Negotiates directly with the customers and support his sales team in case of necessity (also link to the price change approval sheet)
 - Defines and deploys the relationship network at the customer

Your qualifications

- Required experience:
- A number of year experience developing the required knowledge & skills (mentoring, coaching and leadership)
 - Experience in automotive industry

- Required qualifications:
- Good general education (Automotive engineer or similar)
 - Knowledge of PC applications such as MS-Office
 - Fluent in business English – additional language is an asset
 - Understanding of compliance rules & their importance in the (global) market place



(which are the key contact persons from Autoneum who have to develop relationship with managers / influencers / deciders at the customer

- Develops the relationship / lobbying with the customer contacts that have been assigned to him by the Area Sales Manager within the relationship network deployment
- Promotes and manages the costs savings for the customer, with the plants (CI / VA-VE)
- Maintains and coordinates the customers relationship for any field and at any decision level
- Quality – Safety – Environment – Legal Compliance: Evaluates permanently the customers satisfaction and initiates all the actions to improve it continuously / Guarantees the respect of the deadlines and the diffusion of information to his customer.

We offer:

- Possibility to grow in international environment
- Good atmosphere of work
- Ability to use foreign languages on a daily basis
- Trainings and development opportunities

Autoneum Poland Sp z o.o.
ul. Owsiana 60a . 40-780 Katowice
dorota.stojek@autoneum.com

Please send application in English.

