
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).

For our Sales department in Aubergenville (near Paris), we are looking for a

Sales Engineer Junior for Renault Nissan

France – Aubergenville – 100%

Your responsibilities :

- Maintain and grow profitable business for Autoneum
- Acts according to the defined core processes (client management / QDM / business acquisition) within sale
- Starts and keeps commercial relationships with the customers
- Sets up privileged relationships with the customer contact persons, who were assigned to him by his hierarchy
- Tries to direct the customers choices considering their needs, according to a very good knowledge of the specifications of Autoneum products
- Prepares the business cases in collaboration with Business Controlling, gets internal approval and negotiates prices with the customer in collaboration with program management
- Is part of the Autoneum program team for specific programs, prepares the offers for all technical changes, makes sure that an agreement is found with the customer before the change introduction and documents all sales aspects regarding these changes
- Guarantees the level of profitability of the program (in close cooperation with the program manager)

Your qualifications :

- Engineer
- Experience in automotive industry
- Fluent in french
- Fluent in business English – additional language is an asset
- Understanding of compliance rules & their importance in the (global) market place

Why join Autoneum ?

- Global Impact: Be part of a worldwide team driving innovation in vehicle technology
- Career Growth: Opportunity for professional development in a dynamic environment

Estelle.Bojarun@autoneum.com



- Collaborative Culture: Work alongside industry experts and passionate professionals

The perks of beeing on our team :

- Flexible working hours
- A 13th-month bonus
- Meal vouchers
- Remote working

If you are ready to take on this exciting challenge and meet the above requirements, we invite you to send your CV and cover letter to

