

Sonstige

Erfahren

Senior Sales Manager - German customer (m/f/d) - Wolfsburg

Full Time - Karlsruhe, Germany

The Motherson Group is one of the 15 largest full system solutions providers to the global automotive industry, serving multiple further industries, such as rolling stock, aerospace, medical, IT, and logistics, with over 190,000 employees across 44 countries worldwide.

Position Based in Wolfsburg - Germany

Was Sie leisten

- Define and execute customer strategies that directly support Senior Management targets and long-term growth objectives.
- Lead new business development by driving the full acquisition cycle
- Develop a forward-looking Acquisition Roadmap
- Oversee the Lead Acquisition Process
- Coordinate and motivate cross-functional Acquisition Teams
- Manage the full offer lifecycle and lead pricing negotiations to secure competitive and profitable deals for new and existing business.
- Lead, coach, and align the Customer Sales Team to ensure consistent execution of the defined customer strategy and performance targets.
- Contribute actively to strategic and budget planning processes, providing insights that connect customer priorities with MSAS's financial goals.

Was wir suchen

- Solid german customer focus with strong understanding of client needs
- Experience in the automotive industry (OEMs/Tier-1)
- Strong experience in Sales and Key Account Management
- Program Management skills in complex, cross-functional environments
- Proven leadership in sales roles
- Fluent in English and German

Was wir anbieten

- A positive and collaborative working atmosphere, fostering personal growth and team spirit
- Strong career development opportunities in a dynamic and supportive environment
- A chance to build expertise through exciting, diverse, and challenging assignments
- A people-first culture rooted in our core values: Mutual Interest, Togetherness, Trust, Respect, and Enthusiasm

Contact: Sephora.nacer@motherson.com


Hier bewerben

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