

# Job Description



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|----------------------------|---|
| <b>Name of Customer:</b>   | <b>CONFIDENTIAL</b>                       |
| <b>Title:</b>              | <b>Account Manager DAIMLER &amp; FORD</b> |
| <b>Benchmark Position:</b> |   |
| <b>Location:</b>           | Sales: Böblingen Team: Munich             |
| <b>Line Manager</b>        | Sales Director German OEMs                |
| <b>Functional Manager:</b> |   |

## Description:

### Main purpose of the job

Integrated within the German sales organisation of the Division, the Account Manager Daimler & Ford is responsible for all sales activities (acquisitions, program, serial life) for the DAIMLER & FORD accounts within the Division.

### Main Missions and Results:

#### **Team management**

- Defines the activities of his/her team and monitors the priorities
- Assigns objectives and follow-up
- Follows the progress of the activity with a special attention
  - to o Prices and contractual relationship
  - o Productivity (product and process)
  - o Changes
  - o Claims, (obsoletes, drop volume)
  - o Tooling (customer orders, internal validation, registration after customer payment)
  - o Cash situation and overdue
- Supports and coaches the team members in their activity with the customer by participating regularly to customer meetings (progress reviews, quality reviews, commercial global meetings)
- Defines the escalation process for any subject (internally, externally) and intervenes
- Ensures the proper talent at the right place through internal or external recruitment processes

#### **Acquisitions**

- Leader of the Acquisition Team for his/her customer
- Understanding of the Business Plan & RFQA
- Preparation and update / improvement of the commercial offers through the negotiation loops
- Develops & leads the execution of the lobbying plan
- In charge and personally involved in the process productivity and product productivity negotiation (LTA)

#### **Programs**

- Oversees several programs from sales perspective
- Supports the negotiation of ECRs ("Engineering Changes Requests") and claims
- Follows the profitability of her/his customer's programs
- Participates to the CBU / Division program reviews

#### **Serial Life**

- Coordinates or takes directly in charge the commercial productivity proposals with a detailed understanding of squeeze management
- Oversees commercial management for spare parts
- Sales responsible for serial claims, VA/VE and serial ECR negotiation at the appropriate level at the customer and internal BG
- Trades off the claims in the global negotiation for an acceptable deal within Faurecia
- Ensures follow-up of the productivity negotiation, in particular that the conditions defined during the negotiation are respected
- Alerts internally if the activities related to product productivity will not reach the targets committed to the customer

#### **Prices and contractual relationship**

- Ensures proper documentation of all prices and written communication to customer
- Checks coherence of all offers and validates offers regarding technical changes and mandated components

#### **Customer relationship**

- Interfaces with the customer at 1<sup>st</sup> management level.
- Develops the relationship with his direct counterparts at the customer and with the assigned contacts by the sales network,
- Is the interface for plants in relation with the above mentioned customers.

#### **Documentation within Faurecia**

- Ensures distribution within Faurecia organisation (inclusive purchasing) of program time schedule, production planning especially volumes,
- Ensures that a proper documentation and storage are maintained.
- Clarifies the situation of the tooling at the end of serial production of the product and at the end of the life time of the product.

## **Qualifications**

The ideal candidate will have/be:

Minimum Education Level: Business Master Degree or Engineering Degree with a willingness to develop a career path in business

Experience :

- Minimum 5 years of professional experience in Sales with successful track record with different commercial assignments, in particular in Account Management
- Established personal relationship with one or two OEMs within the relevant markets
- Team management

Skills and competencies:

- Fluent in English and German
- Business model, industry, and products knowledge
- Strong competencies in relationship management, and negotiation
- Comfortable with financials
- Good communication and presentation skills, and capacity of empathy
- Business international mindset
- Accountable and results oriented – Get the things done
- Team player and ability to work in a matrix organization

Would you like to hear more?

Accetis Germany is waiting for your CV and questions!

Please approach [mschmeisser@accetis.com](mailto:mschmeisser@accetis.com) or [skeim@accetis.com](mailto:skeim@accetis.com) or give us a call on +4989 5434 87 69.