

Global expandierender
Asiatisch/Amerikanischer
Zulieferer im Bereich
Automotive Steering

Job Opening



Job Title

Customer Manager BMW (besetzt durch AC CETIS International)

Mission(s) & Key Responsibilities

- Lead all global BMW Sales activities.
- Acquire new business for global BMW account.
- Manage BMW RfQ process and quotation.
- Lead costing activities and price negotiations for engineering changes.
- Lead annual price negotiations.
- Be voice of BMW in global organization.
- Lead Sales and Business plan process BMW.
- Lead BMW related reporting to Senior Management. Assure permanent availability of KPIs.
- Maintain and increase BMW network for all product groups. Regular meetings at customer key contacts required.

Qualification Required (Education – Experience – Skills)

- Engineering or commercial education
- Min. 5 years of experience in Automotive Industry. BMW experience preferred.
- Strong team player
- Excellent communication and leading skills
- Deep knowledge of Automotive Sales processes. Project Management experience preferred.
- Willingness to travel
- Multicultural flexibility
- Fluent in English and German

Weitere Informationen:

Dienstwagen: ja

Dienstszitz: bevorzugt München, alternativ Rüsselsheim
berichtet an den Global Customer Manager German OEMs

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