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OEM Key Account Manager

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Company: Valeo

Location: Esenyurt

Category: other-general

Valeo is a tech global company, designing breakthrough solutions to reinvent the mobility. We are an automotive supplier partner to automakers and new mobility actors worldwide. Our vision? Invent a greener and more secured mobility, thanks to solutions focusing on intuitive driving and reducing CO2 emissions. We are leader on our businesses, and recognized as one of the largest global innovative companies.

Job Description

Are you ready to face the challenges of the vehicle of the future? Join Valeo and revolutionize the comfort and well-being of all passengers!

Valeo Thermal Commercial Vehicles is looking for **OEM Key Account Manager** to be based in **Istanbul / Esenyurt Plant**

You will be responsible for ensuring growth with the customers via profitable order intake, managing the relationship with the customer including price management.

Your challenges?

You have to create, ensure, and sustain strong networking with decision maker **OEM, (Purchasing, R&D, After Sales, Quality) department.**

You ensure to collect all needed information for the business sustainability in terms of **your customers, competitors, and market inclinations.**

You prepare **QDP, MTP and budget for the customer, and introduce/convince internally.**

You have to prepare **customer presentations, competition analyses, meeting reports** for customer meetings, and internal affairs.

You have to know **all internal Valeo related processes** in order to execute the responsibilities in line with other departments.

You ensure that **the customers requirements** are all identified and well understood by the related project teams.

You ensure that the **Valeo product, working conditions, and quality principles** are well understood by the customer.

You determine **the sales price** objectives according to his knowledge of the market and competitors position.

You implement **the pricing strategy** the NPA (New Product Approval), and CAA (Contract Approval Application).

You **work together with KAMs** other regions to ensure global pricing, product, market, and business transaction consistency.

You initiate and conduct all possible actions in order to be able to submit, within the time limits, **a competitive quotation technically and economically.**

You participate in project teams in order to explain and defend the customers viewpoint in terms of **quality, costs, delivery times and in order to satisfy their requirements.**

You **teach the customer** about new technologies/ products/ views/ approaches/ solutions to ensure attractive offers.

You review and if necessary **negotiate with customer new contracts, nominations or any contracts**, always in line with group policies and CAAs. (Contract Approval Application)

Your key performance Indicators will be **Order Intake, Turnover, Market Shares, Price Management (SPI), Overdues, Customer Relations.**

Let's talk about you...



You are a graduate of **Bachelor degree Mechanical or Mechatronics Engineering** and **havet least 5 years Sales and Marketing experience in OEM and Aftermarket.**

You have a good knowledge of **HVAC (Heating, Ventilation, Air Conditioning), bus and truck markets, are plus.**

You are a **self-motivated person and you have a solution oriented mindset.**

Our environment is strongly international oriented, so you have **fluent level of English.**

You are willing to travel domestic and abroad, you have **driver license. (Class B)**

In addition...

Good command **German or Russian as a second language** plus.

Experience in **SAP** knowledge will be an added advantage.

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