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# Example of Automotive Sales Manager Job Description

Our company is searching for experienced candidates for the position of automotive sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for automotive sales manager

* Partnering with the Global BTS team to influence the overall sales strategy providing recommendations for new partnership opportunities
* Support bid mgt
* Coordinating all elements of the BTS functional departments towards penetrating the Tier 1’s and OEMs and meeting commitments made to these prospects/customers
* Focusing sales efforts on defined manufacturers and Tier 1’s in the North American Automotive industry
* Leverage World Wide Automotive teams to develop and implement account specific strategies
* Responsible for the customer-specific five year strategic plan for assigned regional OE accounts to drive growth of revenue, commercial margin, and unit volume
* Utilizes customer relationship management (CRM) tool to actively manage account, including 1) Opportunity pipeline in support of the Strategic Plan, 2) Political Map to manage a “zippered” relationship structure between the company and customer organization, and 3) Volume mapping of all customer vehicle programs
* Develops relationships across multiple functions and levels within the account
* Leads demand planning efforts to align customer demand with internal capacity requirements
* Leads execution of commercial negotiations and customer issue resolution, collaborates with Finance and business leads on business case approvals (CCO/CAR/PAR), and actively participates in launch of new HD / Non-Automotive products

## Qualifications for automotive sales manager

* Either Powertrain or Aftermarket experience preferred
* High Integrity must be required as daily dealing distributors & tier customers
* Position required frequent travel including local and out of country and need acceptance of mobility on travel
* Exceptional written and spoken English and Native Chinese Speaker
* Must have automotive aftermarket knowledge
* Must have an understanding of channel distribution