

Autoneum is globally leading in acoustic and thermal management for light and commercial vehicles. The Company develops and produces multifunctional, lightweight and sustainable components and systems for interior floor, interior trim as well as engine bay and underbody. Customers include almost all automobile manufacturers in Europe, North & South America, Asia and Africa. Autoneum is represented in 25 countries, employs around 15 800 people and operates 64 production facilities worldwide. The Company with its headquarters in Winterthur, Switzerland, is listed on the SIX Swiss Ex-change (ticker symbol AUTN).

Currently we are looking for:

## Sales Technical Expert & RFQ Coordinator

Poland – Katowice – 100%

### Your responsibilities

#### Customer Benchmarking

- Conduct a comprehensive analysis of customer demands and trends.
- Ensure effective lobbying and introduction of innovations.
- Introduce new technologies to customers.

#### Innovation Promotion

- Identify customer trends and communicate them internally.
- Collaborate with R&T and DEC to select and present solutions to customers.
- Promote pre-development to validate these solutions.
- Detect new market opportunities and propose research directions based on customer expectations.
- Support product validation at the customer

#### CBU Strategy Support

- Assist in developing customer strategies and making quotation decisions.

#### RFQ Coordinator - Business Acquisition Leadership

- Serve as the primary technical interface for customers during RFQs.
- Gather customer requirements to initiate the business acquisition process.
- Lead the business acquisition phase and the RFQ Team to meet CBU KPIs and customer timelines.
- Supervise the analysis of customer specifications and facilitate agreement between internal departments and

### Your qualifications

- Automotive Industry Awareness
- Technical Product and Process Knowledge
- Negotiation skills
- Communication: Clear and persuasive communication, both verbal and written, to articulate complex technical concepts to non-technical clients.
- Active Listening: Understanding customer needs and concerns to tailor solutions accordingly
- Relationship management by Networking and customer retention
- Analytical Thinking: Ability to analyze customer requirements and market conditions to develop strategic approaches
- Set Deadlines: Assign deadlines to each task for better time management
- Prioritize Tasks: Identify which tasks are most critical and tackle those first
- Good general education (Automotive engineer or similar)
- Knowledge of PC applications such as MS-Office e.g.
- Fluent in business English – customer language and additional language is an asset
- Understanding of compliance rules & their importance in the (global) market place



customer development teams.

- Challenge the costing of technical solutions proposed in offers.
- Provide optimal technical and economic solutions to the sales team for management approval.
- Prepare and finalize RFQ technical documentation.
- Organizes the transfer of the solution to the program management (ACO → PR)  
Serial production support
- Lead VA/VE cost improvement workshops to identify MOVE Measures and offer cost improvement ideas to the customer
- Support product validation at the customer
- Support serial change process

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We offer

- Possibility to grow in international environment
- Private healthcare - possibility of joining on preferential terms for you and option to extend to your family/partner
- Group insurance - possibility of joining on preferential terms
- Social Fund benefits
- Flexible working hours (we start between 7 and 9 am)
- Home Office work up to 40% of working time
- Good atmosphere of work
- Ability to use foreign languages on a daily basis
- Trainings and development opportunities

Please send application in English.

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