

We are Joyson Safety Systems –  
A Mobility Safety Company.

Joyson Safety Systems ist einer der global führenden Entwickler und Hersteller von automobilen Insassenschutzsystemen mit einem Umsatz von ca. 5,3 Mrd. Euro und weltweit mehr als 43.800 Mitarbeiterinnen und Mitarbeitern. Wir stehen für Innovation und Fortschritt. Als zuverlässiger und kompetenter Partner der Automobilindustrie konzipieren, entwickeln und produzieren wir Insassenschutzsysteme und -komponenten. Unser Produktportfolio besteht aus Lenkrädern, Airbags und Generatoren, Sicherheitsgurten, technischen Kunststoffteilen, Elektronik und Sensorik. Damit beliefern wir weltweit nahezu alle namhaften Kraftfahrzeughersteller.

Joyson Safety Systems is one of the leading global developers and manufacturers of automobile occupant protection systems with a turnover of ca. 4,8 billion euros and more than 50,000 employees worldwide. We represent innovation and progress. As a reliable and skilled partner of the automobile industry, we design, develop and produce occupant protection systems and components. Our portfolio includes steering wheels, airbags and generators, safety belts, technical plastic components, electronics and sensor technology which we supply to nearly all renown vehicle manufacturers worldwide.

**Our team in Aschaffenburg needs support and we are seeking:**

## **Senior Manager (all genders) Global Sales Performance Management**

Site:

**Aschaffenburg**

### **Explore your working world.**

The Senior Manager Global Sales Performance Management reports directly to the Chief Sales Officer (CSO) and leads Sales Performance Management for the entire Company from a global perspective.

The successful candidate will act as an active interface between Global Finance & Controlling and Global Sales, and be a strong business advisor to the CSO, to ensure that all KPI are aligned with the Global Sales Strategy. The successful candidate will functionally lead global Sales Controlling across all regions.

### **What you can change – your duties**

To execute the Sales Management function so as to support the functional steering of JSS global Sales activities

To ensure transparent, complete and consistent reporting of KPI system for JSS global Sales

To steer specific Sales KPI across JSS global Sales organizations

To drive ongoing development of non-financial KPI and their implementation across all regions

Managing the interface with corporate Finance and Regional Sales Controlling

Ensuring comparison of actual/ target values in the region reporting

Organizing and accompanying the quarterly Sales reviews with KAM, Cluster Management, and Regional Sales Heads

Responsibility for compiling market intelligence, identifying Sales risks and opportunities as well as ensuring data transparency

Disciplinary and functional leadership responsibility for assigned staff

Functional Leadership responsibility for all Sales controlling staff at Regional level

Develop and implement KPI across all Sales organizations, taking into due consideration JSS Sales strategy and ensuring consistency with the framework and reporting logic defined by Sales controlling

Implement JSS Sales strategy in own area of responsibility and support JSS Sales Excellence initiatives

Constantly monitor and report on the achievement of target and Sales activities of individual regions with regard to relevant Sales KPI and in collaboration with the regions

Supply of Sales annual performance target information in collaboration with the Sales control teams

Implement of state-of-the-art technologies, such as "Campfire" as well as latest trends in Sales controlling under consultation with relevant team members

Support development of a comprehensive IT-infrastructure for global Sales in coordination with the regions

Compile Customer market intelligence for JSS Global Sales

Leading and developing assigned staff and defining their succession plans

Managing group-wide Sales initiatives, to improve market intelligence, the identification of Sales risks and opportunities as well as data transparency quality

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## **Impress us - your qualifications**

College/university degree in business administration or comparable studies (preferable with a major in Controlling, Statistics or Sales Management)

Demonstrated experience in Sales Management and / or Sales performance control

Larger scale company/systems integration experience

Strong analytic thinking with an execution bias

Regarded as transformational and received as change agent

Strong collaborative (distance) leader and team coach

Comfortable with functioning in a global matrix operating, agile environment

Used to work in multi-cultural and/or global business environment

Demonstration of JSS core values: team spirit, customer focus, creativity, quality orientation and cost awareness

Awareness in ensuring data integrity

Proficient in Microsoft Office tools, especially Excel, PowerPoint and MS Power BI or an alternative Data analytics systems

Robust Business English language capabilities

### **Additional Position Details:**

The role can be based at any JSS site

Global business travel may be required

Competitive compensation and benefits package

Relocation eligible

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## **What we offer — your benefits**

First aid station & Health Care Centre

Company pension scheme

Discounts at well-known gyms

Company canteen

Further training as well as in-house training

Good transport connections

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## **Contact**

We look forward to receiving your application! Please send by e-mail to your contact:

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Your contact will also be available for any queries you may have.