



# Visteon®

*Shift your career into high gear*

**Requisition Number:** 12604

**Post Date:** Feb. 14, 2017

**Title:** Regional Global Quote Team Leader

**City:** Shanghai

**Country:** China

**Description:** Regional Global Quote Team Leader – Shanghai, China

### About Visteon

Visteon is a global company that designs, engineers and manufactures innovative cockpit electronics products and connected car solutions for most of the world's major vehicle manufacturers. Visteon is a leading provider of instrument clusters, head-up displays, information displays, infotainment, audio systems, telematics solutions and SmartCore™ cockpit domain controllers. Visteon also supplies embedded multimedia and smartphone connectivity software solutions to the global automotive industry. Headquartered in Van Buren Township, Michigan, Visteon has approximately 10,000 employees at more than 40 facilities in 18 countries. Visteon had sales of \$3.25 billion in 2015. Learn more at [www.visteon.com](http://www.visteon.com).

Visteon is an equal opportunity employer committed to a culturally diverse workforce.

### Our Vision

A top-three cockpit electronics player delivering a rich, connected cockpit experience for every car from luxury to entry

## REGIONAL GLOBAL QUOTE TEAM LEADER – SHANGHAI, CHINA

### Primary Responsibilities

Located in Shanghai, China, the regional quote team leader is responsible for deployment of a global quote process and supporting technologies/systems to produce high quality and on-time quote responses, increasing Visteon's quoting capacity and driving the conversion of opportunities into profitable business awards. Working with other members of the global quote team, the regional team leader will help define and implement metrics and data collection that will define the quote life-cycle management process. He/she will be directly accountable to scale the business effectively (results) and efficiently (cost and speed) through adherence to a global quote approach. Quote team leaders provide quote visibility, process governance and global intelligence to Visteon's quote teams. He/she will facilitate a multi-disciplined team approach to "concurrent engineering" of a quote business case and technical proposal.

### Typical Duties

- **Development, documentation and implementation of a simple and efficient future state quote process**
  - Continuous improvement of Visteon Product Development System (VPDS) tasks/deliverables to optimize their usefulness during the quote process
  - Drive quote process governance and discipline within the organizations insuring high quality, competitive and timely deliverables

- Define and deploy standardized cost input forms which will be used globally by each of the Visteon functions (Purchasing, Engineering, Manufacturing, MP&L and Finance).
- **Development, implementation and deployment of a new digital quote lifecycle management tool within Visteon**
  - Define and achieve alignment on the requirements for a new system that:
    - Identifies and takes advantage of lessons learned from past quote successes and failures;
    - Offers an integrated work-flow, document management and knowledge sharing;
    - Offers a quote dashboard driven by appropriate metrics that highlight the current status of quotes to the teams and the executives – one which allows easy identification of the areas that require attention. The dashboard should also give an overview of the risks versus return trade-off.
    - Integrates with other Visteon systems for seamless product lifecycle management
    - Is useful and usable by the organization
  - Determine and select the best technical and commercial solution from industry leaders/vendors
  - Train the Visteon organization in the expectations and use of the new tool and drive for continuous improvements based on real world usage
  - Interface and seek alignment with functional leaders looking at technology solutions for the key ingredients to quoting such as sales enablement tools, purchased parts database, costing and/ or financial modeling to insure a cost and performance optimized end to end quote process solution.
- **Act as a core quote team member alongside quote leader and product development/tech sales leader**
  - Engage with the customer business group in the review of all program quote activity and understanding of customer needs
  - Engage with product management to understand Visteon's product strategies, technology roadmaps and commercial target setting of price, engineering and tooling.
  - Insure the appropriate level of rigor is applied to each RFI/Q depending on the complexity and uniqueness of the quote (budget, new or existing technology, availability of skills, strategic importance, etc.)
  - Provide timely and accurate design and cost data through the quote process
  - Provide leadership in analyzing and implementing solutions to improve the efficiency and integrity of the cost processes
  - Participate in all quote process events/milestones
  - Schedule and lead quote kick off meetings

### Requirements

- **Years of Experience:** Minimum bachelor's degree in a related engineering discipline and minimum of ten years professional experience in electronics engineering preferred.

### Desired Competencies/Experience

- Minimum of ten years in a professional environment, electronics engineering preferred
- Master's degree in business administration a plus
- Ability to program/project manage multiple projects under tight guidelines without sacrificing detail or quality of delivery
- Experience with business development, sales or account management with responsibility for winning the business commercially/tactically with customers
- Ability to work effectively with globally dispersed, cross-functional teams.
- Understanding and ability to leverage a multi-cultural business environment; ability to work across the global organization to establish relationships and gain trust
- Decisiveness in the midst of often an ambiguous and changing environment
- Ability to think strategically, evaluate and understand how today's decisions impact the future
- Ability to discuss technology with engineering and non-engineering audiences comfortably

- Highly motivated, energetic with unparalleled interpersonal and communication skills
- Detailed oriented with an eye for accuracy

### **Special Requirements**

Flexibility in working hours to work with a global team may be required. Some flexibility for global travel is important.

### **Apply for this Position**

If you are interested in applying for this position, send your resume to [alex.yang@visteon.com](mailto:alex.yang@visteon.com), and include the requisition number in the subject of your email.