



# Visteon®

*Shift your career into high gear*

**Requisition Number:** 12476

**Post Date:** May 8, 2017

**Title:** Regional Quote Team Leader

**City:** Karlsruhe

**Country:** Germany

**Description:** Regional Quote team leader – Karlsruhe, Germany

### **About Visteon**

Visteon is a global technology 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 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 19 countries. Visteon had sales of \$3.16 billion in 2016. 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 QUOTE TEAM LEADER – KARLSRUHE, GERMANY**

### **Primary Responsibilities**

As a member of a centralized quote management team, the regional quote team leader is responsible for deploying a global quote process and supporting technologies/systems to produce high quality and on-time quote responses. Additionally, the regional quote team leader will increase Visteon's quoting capacity and drive the conversion of opportunities into profitable business awards. By 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 for scaling 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**

**Developing, documenting and implementing 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 of 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
  - Determines and selects 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.

#### **Core Quote team member alongside Quote leader and PD/Tech Sales leader**

- Engage with the customer business groups 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.
- Ensure 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 the quote kick off meetings

#### **Requirements**

- Bachelor's degree in a related engineering discipline
- Master's degree in Business Administration is an advantage
- Minimum of 10 years in a professional environment, electronics engineering preferred
- Program and project management of multiple projects under tight guidelines without sacrificing detail or quality of delivery
- Business development, sales, or account management with responsibility for winning the business commercially and tactfully with customers

#### **Professional Competencies to Include:**

- Ability to work effectively with globally dispersed and cross-functional teams
- Understanding of a multi-cultural business environment that works across the global organization to establish relationships and gain trust

- Decisiveness in the midst of often an ambiguous and changing environment
- Strategic thinking which evaluates and understands the future's impact on today's decisions
- Comfortable with technology able to discuss with engineering and non-engineering audiences
- Motivated, energetic, and unparalleled interpersonal and communication skills
- Detailed oriented with an eye for accuracy

**Apply for this Position**

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