Sr. Key Account Manager- PLT, National Distributor

Your tasks

HOW YOU WILL MAKE AN IMPACT

Total responsibility for account(s) to include sales, margin, revenue, product planning, marketing support, and strategic planning. Develops and executes national distributor sales and marketing strategy aligned with company growth objectives. Provides clear direction to Continental regional sales teams by collaborating closely with National and Regional Sales Managers to deliver consistent and effective execution of national distributor strategies in the field. Provide customer insight to Channel Director to drive accurate forecasting and key budget assumptions to achieve sales objectives. Develop strong working relationships with customer HQ and field leadership.

Sales / New Business

- Develop and maintain overall strategy for strategic Key Account
- Communicate with all levels of the customer team up to Principal Owners
- Achieve established sales and MOS objectives for the assigned key account
- Coordinate w/ Product Planning to introduce new line in the product strategy to ensure future growth and development of the key account
- Forecast for the key accounts by month and by year by article level
- Coordinate monitor, and manage inventory with forecasting to meet the forecast and unit objectives per key account
- Responsible for establishing business proposals for Key Account
- Responsible for negotiating and managing pricing issues

Interactions/ Responsibilities with Internal departments

- Manage and resolve all operational and administrative issues that occur with the key accounts such as billing errors, shipping errors, and other claims issues
- Coordinate, monitor and manage inventory and production planning to meet the forecast and unit objectives per key account
- Ensure that price files are properly implemented as per the requirements of the key accounts
- Provide direction to Inside Sales on proper handing of the account
- Identify and recommend development/testing activities w/ product development
- Develop presentation and updates for management regarding future business and strategy for key account
- Coordinate all Nation and Customer specific events

Leadership

- Lead, coach, and develop KAR team members

Job ID
REF100119B

Field of work
Key Account Management

Location
Fort Mill

Leadership level
Leading People

Job flexibility
Onsite Job

Working time
Full Time

Legal Entity
Continental Tire the Americas, LLC

- Collaborate closely with the National and Regional Sales Managers to drive effective execution of sales strategies
- Provide accurate and timely input to budgeting and forecasting processes

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Your profile

- **WHAT YOU BRING TO THE ROLE**

- Bachelor Degree in Business, or related field
- 10+ years professional sales experience
- 3+ years of leading people or projects
- 5+ years of Tire Industry experience
- Capable of managing the effort of matching products and services to prospective needs and/or opportunities, meeting with key decision makers., using a feature/benefit strategy, addressing objections, and closing/ following up sales
- Demonstrated ability to apply principles, practices, and standard methodologies of Sales coupled with a knowledge of the standard Marketing programs to provide advisory services. Recommend strategic actions based on financials, thinking globally and acting locally, and following industry standards
- Advance Microsoft Programs and Inhouse specialized systems - Develops solutions that others can use to improve work. Power Point based presentations. Can train others.
- Advanced oral and written communications - Advanced ability to plan and deliver oral and written communications that make an impact and persuade their intended audiences. Demonstrated success in establishing a working relationship with outside agencies, organizations, entities to meet the established needs of each (such as placement of students, staffing needs).
- Advanced ability to work with internal and external customers - Advanced ability to proactively interact with multi-cultural teams with strong interpersonal skills. Strong demonstrated conflict management and negotiation skills. Ability to mediate and counsel opposing views
- Legal authorization to work in the U.S. is required. Continental is only able to offer visa support for internals individuals who currently hold an existing valid employment visa.
- Can offer relocation if needed
- Internal qualified candidates will meet internal guidelines for this executive level role
- DCfEP or a Best Fit Assessment must be completed

ADDITIONAL WAYS TO STAND OUT

- 5+ years of Tire Industry experience, preferably in the U.S. PLT replacement market

Our offer

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts
- Competitive Bonus Programs
- Employee 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Hybrid Work - 60/40 in office
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional

And many more benefits that come with working for a global industry leader!

All your information will be kept confidential according to EEO guidelines.

EEO-Statement:

EEO / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities for qualified individuals with a disability and protected veterans, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to Careers@conti-na.com or contact US Recruiting at 800-821-2727. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

Ready to drive with Continental? Take the first step and fill in the online application.

About us

Continental is a leading tire manufacturer and industry specialist.

Founded in 1871, the company generated sales of €19.7 billion in 2025 and currently employs around 76,000 people in 54 countries and markets.

Tire solutions from the **Tires group sector** make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental has been delivering top performance for more than 150 years and is one of the world’s largest tire manufacturers. In fiscal 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division currently employs around 53,000 people worldwide and has 19 production and 16 development sites.