# Sales Specialist - Central Region

## Your tasks

As a Sales Specialist, you will be the focal point to customer in market by value selling
our tire products & services and acting as a consultant to the customer thereby
strengthening customer relationship. You will be part of our
Replacement Tires Business team and generate value through profitable sales growth.

Your responsibilities include:

**Sales Function**
To be responsible for sales KPI targets set by management.
Continuous business development in all product
To prepare individual customer budget in line with regional budget.

**Channel Management & Development**
To enhance & further develop the current network dealers with good service to
enhance customer share of shelf space
To utilize digital tools for prospecting new customers.
To utilize existing processes in opening and handling different category of customers
e.g. Buddy System

**Customer Training & Development**
To be equipped with sufficient product & technical knowledge, soft skills and able to
fully utilize available digital tools for effective sales
To translate & train customers on Market/Product/Technical knowledge, soft skills,
and digital tools by organizing relevant trainings.

**Account Management**
Monitor, track and communicate to customer on sales achievement, growth potential
etc.
Analyze, forecast, and propose for business development plans for account growth
To maintain a good service and relationship with the customers to amplify the high
performance culture.
To provide advice to customers to enhance and grow their business
Pro-actively communicate to customer on product development, data & systems
updates.
Ensure timely customer payments.

**Market Intelligence**
To provide timely market information to Regional Manager.

Job ID
**REF100378J**

Location
**Petaling Jaya**

Leadership level
**Leading Self**

Job flexibility
**Hybrid Job**

Working time
**Full Time**

Legal Entity
**Continental Tyre PJ Malaysia Sdn. Bhd.**

**Customer Service**

To provide market feedback to internal teams concerning technical aspects of
product

To manage first level technical complaints (inspection, resolution in coordination with
Technical Customer Service team and feedback to customer)

## Your profile

1. Malaysian citizen, based in the country
2. Experience: 2-5 years in B2B sales position in dealer management roles. Experience
in automotive/FMCG/Lubricants industry will be added advantage.
3. Good communication skills. Fluent in English and Chinese dialects.
4. Capable to work independently with initiative. Strong drive to achieve results by
taking ownership in challenging environment.

## Our offer

**What we offer**

• At Continental, we let your ideas shape the future to make a meaningful difference in
the world, and to themselves.
• Opportunity to gain global experience and build networks from international mobility
across our vast organization.
• Competitive salary, bonuses and pension contributions. Beyond that, you'll enjoy
generous leave, medical care and a highly competitively staff benefits package.
• We foster our people's talent so they can master their career journeys and realize
their greatest potential.
• Open, inspiring and rewarding corporate culture
• Flexible working conditions that help you enjoy your work-life balance

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

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## About us

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2023, Continental generated sales of €41.4 billion and currently employs more than 200,000 people in 56 countries and markets.