Territory Sales Manager - Northeast - Commercial Specialty Tires

Your tasks

HOW YOU WILL MAKE AN IMPACT

SG10/11

This is a remote-based Field Sales role covering the territory of Pennsylvania, New Jersey, and Southern New York. Candidate must be located within the territory

- Function as Territory Sales Manager for our Material Handling, Multi-Purpose Tires (MPT), Port and OTR product lines. Act as the account manager for dealers, target accounts and strategic customers in your assigned territory.
- Identify opportunities through customer needs-analysis and knowledge of competitor products
- Act as business advisor with your target accounts to sell the value proposition bringing value to their organization
- Sell new End Users ultimately increasing the revenue and profitability of the Specialty Industrial Business Area (BA)
- Establish business within the Industrial BA's profitability targets
- Collectively manage an effective pricing strategy and individually implement this strategy to your target accounts
- Identify opportunities for new product lines
- Assist in the development of product strategy per target account to ensure current product lines are renewed or discarded in a normal product life cycle plan so that competition is not able to circumvent the market share of Continental Tire North America at the account
- Conduct market intelligence to identify target accounts and establish geographic target areas
- Manage the implementation of the strategic marketing, sales and operational initiatives to support your identified target accounts
- Make Sales Calls, conduct face to face meetings with call plans
- Assist in monthly Forecasting Evolution with Regional Manager
- Achieve assigned sales targets in assigned region
- Participate in sales meetings, product and training meetings and trade events

The expected starting annual base salary range for this role is $75,690 - $105,000 per year, plus cost of labor adjustment where applicable depending on home location of the selected candidate. This position is also eligible for a sales incentive bonus program and company vehicle.

Starting salaries can vary and are based upon candidate skills, experience, and qualifications, as well as market and business considerations.

Your profile

WHAT YOU BRING TO THE ROLE

Job ID
REF100810U

Field of work
Marketing and Sales

Location
Newark

Leadership level
Leading Self

Job flexibility
Remote Job

Working time
Full Time

Legal Entity
Continental Tire the Americas, LLC

- Bachelor's degree and 1-2+ years of related experience OR 3+ years of related experience if no degree
- Field Sales experience
- Valid Driver's License
- Ability to travel heavily, 50-75%
- Must live in the PA, NY, or NJ close to a major local airport
- Legal Authorization to work in the US is required. We will not sponsor individuals for employment visas now or in the future for this job opening

ADDITIONAL WAYS TO STAND OUT

- Bachelor's degree and 3-5+ years of experience OR 6+ years of related experience if no degree
- Tire or Commercial experience

Our offer

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Company vehicle
- Employee Discounts, including tire discounts
- Sales Incentive Bonus Program
- Employees 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Remote Work
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional
- And many more benefits that come with working for a global industry leader!

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

THE COMPANY

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 78,000 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 employs more than 56,000 people worldwide and has 19 production and 16 development sites.