BestDrive B2B Commercial Tire & Fleet Solutions Sales

Your tasks

Build Relationships. Grow Business. Drive Results.

BestDrive is seeking a motivated, results-driven Sales Representative to grow our commercial tire and fleet solutions business. This is an outside sales role focused on developing new customer relationships, expanding existing accounts, and helping commercial fleets improve performance through innovative tire and service solutions.

If you thrive on building relationships, enjoy being in the field, and have the determination to overcome rejection and win new business, this is an opportunity to make a significant impact while building a rewarding career.

This is not a desk job. Successful candidates will spend the majority of their time meeting customers face-to-face, prospecting for new business, managing customer relationships, and identifying opportunities to expand BestDrive's products and services within their territory.

Position Summary

The Sales Representative is responsible for developing new business, growing existing customer relationships, and delivering commercial tire and fleet solutions within an assigned territory. This field-based role requires daily customer engagement, business development activities, and account management to achieve sales and profitability goals.

The position reports directly to the Area Manager and maintains a strong collaborative relationship with the National Sales Manager to support strategic sales initiatives, account growth, territory development, and overall commercial performance.

Key Responsibilities

Business Development

- Prospect and develop new commercial fleet and business customers through daily in-person visits.
- Generate leads through cold calling, referrals, networking, and territory development activities.
- Build relationships with fleet managers, business owners, maintenance managers, and purchasing decision-makers.
- Maintain consistent sales activity and follow-up efforts to drive revenue growth.

Job ID
REF100813T

Field of work
Marketing and Sales

Location
Chattanooga

Leadership level
Leading Self

Job flexibility
Hybrid Job

Working time
Full Time

Legal Entity
Continental Tire the Americas, LLC

- Identify, qualify, and close new business opportunities.

Account Management

- Develop and maintain strong relationships with existing customers.
- Identify opportunities to expand products and services within current accounts.
- Conduct regular customer visits to assess needs and strengthen partnerships.
- Provide solutions that help customers improve operational efficiency and reduce costs.
- Ensure exceptional customer service and responsiveness.

Sales & Solution Selling

- Assess customer needs and recommend commercial tires, retread solutions, and fleet service programs.
- Prepare quotes, proposals, and pricing recommendations.
- Negotiate within company guidelines to secure profitable business.
- Collaborate with store operations and service teams to ensure customer expectations are met.
- Promote the full range of BestDrive products and services.

Territory Management

- Develop and execute territory growth plans.
- Maintain an active pipeline of opportunities and target accounts.
- Utilize Salesforce CRM to document customer interactions, opportunities, and sales activities.
- Accurately forecast sales activity and business opportunities.
- Achieve established sales, gross profit, customer acquisition, and retention goals.

Your profile

Required

- Minimum of two years of outside sales, B2B sales, account management, or territory sales experience.
- Strong communication, presentation, negotiation, and relationship-building skills.
- Self-motivated with the ability to work independently.
- Excellent organizational and time management skills.
- Proficiency with Microsoft Office applications and CRM systems.
- Valid driver's license and acceptable driving record.
- Ability to travel throughout an assigned territory daily.
- Must be able to lift and carry up to 50 pounds and stand, walk, bend, kneel, crouch, and reach as needed to perform the essential duties of the position, with or without reasonable accommodation.
- Must be able to complete all pre-employment screenings required for the position, which may include a background check, a motor vehicle record (MVR) review, drug screening, and DOT medical clearance.

Preferred

- High School Diploma or GED.
- Commercial tire industry experience.
- Fleet, transportation, automotive, industrial, or related sales experience.
- Knowledge of commercial trucking or fleet operations.
- Experience using Salesforce CRM.
- Existing relationships within the transportation, fleet, or commercial services industry.

What Makes Someone Successful in This Role?

The ideal candidate is resilient, competitive, and highly motivated to grow business. They are comfortable with daily prospecting, frequent customer visits, and overcoming rejection while maintaining a positive and professional attitude.

This role requires the stamina and discipline to be in the field five days a week, actively engaging customers, creating opportunities, and building long-term partnerships that drive results.

Our offer

Why Join BestDrive?

- Competitive compensation and incentive opportunities
- Established brand and industry-leading products
- Strong support from operations and sales leadership
- Career advancement opportunities
- Comprehensive benefits package
- Company technology and sales tools
- Opportunity to make a direct impact on business growth
- Collaborative and team-oriented culture

Work Environment

This position requires regular travel throughout an assigned territory and frequent visits to customer locations, fleet operations, maintenance facilities, and BestDrive locations. Candidates must be comfortable working in industrial and outdoor environments and interacting with a wide variety of customers and decision-makers.

Join the BestDrive Team

If you are a driven sales professional who enjoys building relationships, creating opportunities, and delivering value to customers, we encourage you to apply today.

Join BestDrive and help drive growth, strengthen customer partnerships, and deliver industry-leading fleet and tire solutions.

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

BestDrive, a wholly owned subsidiary of Continental, is quickly becoming the top choice among commercial trucking fleets for our high-quality products and exceptional service. BestDrive Commercial Tire Centers specializes in providing fleet customers with innovative tire solutions including award winning Continental and General Tire brand products, innovative commercial solution products such as ContiPressureCheck, and a wide array of multi-brand truck tires to address all market segments. Since our founding in 2012, we presently have 25 locations throughout the United States and continue to rapidly expand our footprint throughout the country