

Truck Tires Sales Specialist (TTSS)

Responsabilități

- Responsibility for sales in the truck tire segment with the objective of increasing market share and ensuring profitable business growth, offering support to dealers and fleets (direct sales); working in a defined region (micro regions / territories: Vitória da Conquista-BA);
- Monthly follow-up on results (sales statistics - Micro region x Customer);
- Work with corrective actions or improvements in customers facing challenges (sales volume, quality, financial result, point of sale organization, etc.) through constant visits to customers;
- Opening/closing account analysis;
- Technical analysis of product in dealers and fleets;
- Ensure complete documentation for account opening;
- Contacting end customers in specific situations (defaults, documentation needs, etc.);
- Monitoring of resale orders to meet goals;
- Analyze the needs of each customer with the objective of improving quality and volume of purchases;
- Monitor market prices in order to have better positioning and ensure a balance between sales volumes and sales prices;
- Monitor the requests process and follow up the volumes and results of the month;
- Prepare commercial letters;
- Constantly monitor customers during visits and gather market information;
- Request / Follow up on requests for documents submitted for credit limit adjustments;
- Plan each customer's credit limit to ensure Continental's desired growth in each region.

Cerințe

Be part of this high performance team!

- Graduation in Administration, Business or related areas;
- Experience with sales or related areas (skill with sales);
- Profile with self-management and previous success cases;
- Knowledge in the truck tire market;
- Knowledge in computer systems (SAP, Office);
- English desirable;
- Must reside in the region of Piauí and/or Maranhão and have knowledge in the region (Truck Tires).



Job ID
REF12695F

Domeniul de activitate
Jundiai

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Persoană juridică
Continental do Brasil Produtos Automotivos Ltda.

Oferta noastră

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

Despre noi

Continental develops pioneering technologies and services for the sustainable and connected mobility of people and their goods. Founded in 1871, the technology company provides safe, efficient, smart and affordable solutions for vehicles, machinery, traffic and transportation. In 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. With its premium portfolio of the division of cars, trucks, buses, two-wheelers and special tires, the Tires sector of the group provides innovative solutions in the area of tire technology. Smart products and services related to tires and the promotion of sustainability complete the product portfolio. For specialized dealers and fleet managers, the Tires sector offers digital tire monitoring and management systems, in addition to other services, with the objective of guaranteeing the operation of fleets and increasing their efficiency. With the supplied tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.

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