

# Hydraulic Sales Specialist

## Ihre Aufgaben

### THE COMPANY

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture, and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open new business opportunities by combining various materials with electronic components and individual services.

ContiTech, a division of Continental, is one of the world’s leading suppliers of technical elastomer products and is a specialist in plastics technology. ContiTech develops and produces functional parts, components, and systems for machine and plant engineering, mining, the automotive industry, and other important industries. We are seeking a **Hydraulic Sales Specialist** to join our team.

Are you ready to shape the future with us?

### THE POSITION

As a member of the consulting team, develop new products and business opportunities to drive future growth to directly pay into exceed in the following targets: Sales growth at a minimum of 3% above the industry, margin, accounts receivables and cost management. To be a key part of the segment team to develop and then execute our distribution strategy to maximize the BA Industrial Solutions Americas profitable growth and market share. To drive customer centricity though the entire BA organization to establish a preference and premium for our products and solutions, establishing ContiTech as the preferred partner of choice in the industrial distribution market.

- Segment strategy development and execution with their area of responsibility including deployment to and through their teams.
- Responsibility for customer acquisition; managing contracts/ business proposals incl. Commercial negotiation.
- Develop and maintain strategic and cooperative relationship with customers.
- Leads the business to achieve budget (Volume, Sales, Growth, MOS, EBIT) and other planned targets and KPI’s.
- Ensures regular customer feedback on forecast and adjusts input to operations and SCM.
- Provides critical customer, competitor, and market trends to benchmark our performance.
- Ensures feedback on customer satisfaction and escalation throughout CT BA and segment for improvements.
- Plays an active leadership role in the segment to promote and drive customer centricity.



Job ID  
**REF46551Z**

Arbeitsbereich  
**Marketing & Vertrieb**

Standort  
**Richmond**

Leadership Level  
**Leading Self**

Job Flexibilität  
**Remote Job**

Rechtliche Einheit  
**ContiTech USA, Inc.**

- Organizes and lead a diverse, motivated, winning team.
- Continuously works to develop the team including their own succession.
- Deals with low performance in a transparent, fair, and proactive manner.
- Technical application design and recommendations for improvement
- Troubleshoot application and performance issues.
- Technical training to customers and internally
- Compile technical needs, customer pain points and make recommendations to drive innovation.
- Digital Solutions Support
- Focus and support on applications and technical support that drives growth.
- 50% of travel with overnight stays
- Position will support the Southeast region.

#### WHY YOU SHOULD APPLY

- Immediate Benefits
- Paid Time Off
- Tuition & Employee Discounts
- Annual Bonus
- Employer 401(k) Match
- And more benefits that come with working for a global industry leader!

#### **Ihr Profil**

##### BASIC QUALIFICATIONS

- Bachelor's degree or higher, preferably in a technical discipline or minimum 10 years or more if no relevant bachelor's degree.
- 5 years of relevant professional experience and minimum of 1 year of R&D, applications engineering and/or sales engineering experience.
- Experience converting a major customer's business from a competitor and developing, presenting, gaining approval, and executing on major business cases.
- Sales and Customer Relationship management and development
- Presentation skills including working knowledge of PowerPoint.
- Strong negotiation skills
- Financial acumen including the ability to manage sales, margin, cost and working capital and to read and prepare business cases.
- Strong communication skills
- Emotional intelligence, cultural sensitivity
- Market and knowledge of diverse industrial markets
- Business planning and forecasting
- Basic industrial rubber products knowledge (industrial hose, conveyor and power transmission systems, air springs)
- Knowledge of Continental policies, procedures, and values
- Experience executing along the sales cycle to hunt and close new customers and new business.
- Ability to translate applications and opportunities into business cases for evaluation.
- 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.

- Continental will not offer relocation expenses for this opportunity.

#### PREFERRED QUALIFICATIONS

- Strong hydraulics product knowledge

### **Unser Angebot**

#### **EEO-Statement:**

EEO / AA / 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, 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](mailto:Careers@conti-na.com) or contact US Recruiting at 248.393.5566. 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.

### **Über uns**

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.