Agriculture Sales Manager (m/f/diverse) - REF46635K

Your tasks

- Manage and extend business relations with partners (including large OEMs) in the agricultural industry
- Function as the principal relationship manager, representing ContiTech at customers and presenting voice of customer at ContiTech
- Define and execute commercial strategy in collaboration with head of sales, as well as commercial and technical support functions
- Deliver sales growth and profitability targets by promoting ContiTech's portfolio to existing and prospective customers
- Develop and maintain trustful and productive working relationships with customers across all management levels and commercial/technical functions
- Ensure customer satisfaction by tracking KPIs and scores, sharing results with organization and promoting (over)achievement of target levels
- Generate ideas of new products and solutions to extend market share and fill innovation pipeline
- Prepare and achieve budget and forecasts

This position can be filled at different ContiTech locations in Germany.

Your profile

- Bachelor's degree in commercial or technical studies
- Several years experience in selling technical products
- Experience with CRM systems and other sales tools
- Strong customer sense and growth mindset
- Ability to express, formulate, and present technical information and concepts with clarity and effectiveness
- Fluent English and German language skills (written and spoken)
- Excellent verbal and written communications skills, presentation, customer service, business, and negotiation skills
- High willingness to travel (approx. 60%)

Applications from severely handicapped people are welcome.

Our offer

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals
- and much more...
Sounds interesting for you? [Click here to find out more.]

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

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

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 up new business opportunities by combining various materials with electronic components and individual services.