

## Business Consultant - Southern Area (Mérida)

### Descrição da função

- Create profitable business plan by knowing current situation of the customer and its market environment, being a solution provider as Continental representative. Capable of prospect new viable customers and negotiate with them to increase our share of market. Visit dealers point of sales (POS) to know their situation, understand their way to work, operations, costs, competency environment, distances of units on road.
- Provide monthly follow up about business plan for possible adjustments, customer support and promotions. Perform field work together with our client and / or business partner to search for areas of opportunity.
- Perform local market analysis and analysis of the competition, looking for business opportunities and growth of current clients. Knowledge, promotion, usage & follow up of Conti tools to create value proposal to final users.

### Requisitos

- Bachelor's Degree
- Intermediate English
- 3 or 5 years of experience in sales (tires)
- Knowledge:
  - Business
  - Geographic area
  - Market
  - Sales Management
  - Technical Consultancy
  - Technical Product
- Skills:
  - Business Plan Preparation
  - Customer Centricity
  - Customer Journey Design
  - Data-requirements gathering, validation and Analysis
  - Prospecting
  - Systems and Processes
  - Training and Development process (External customers)
  - Excel (desirable)

### O que oferecemos

At Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.



Identificação da vaga  
**REF51465T**

Área funcional  
**Marketing and Sales**

Local  
**Ciudad de México**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Hybrid Job**

Contato  
**Luz Zúñiga**

Pessoa jurídica  
**Continental Tire de México, S. de R.L. de C.V.**

#LI-LZ1

¿Listo para conducir con Continental? Tome el primer paso y llene la solicitud en línea.

## **Quem somos**

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.