Fleets Team Leader

あなたの仕事内容

- Develop Business partnerships with new fleets and coordinate sales and training with each account on regional level.
- Drive sales and assist in retain sell outs.
- Retain and grow existing accounts and new business by executing the sales strategy.
- Identify opportunities through customer needs-analysis and knowledge of competitor products.
- Act as business advisor with your target accounts to sell the value proposition bringing value to their organization.
- Retain and grow existing accounts and solicit new business by executing our sales strategy.
- Identify opportunities for new product lines.
- Assist in the development of product strategy per target account to ensure current product lines are renewed or discarded in a normal product life cycle plan so that competition is not able to circumvent the market share.
- Own the launch process of our new products and services for successful integration into our product line.
- Conduct market intelligence to identify target accounts and establish geographic target areas.
- Manage the implementation of the strategic marketing, sales and operational initiatives to support your identified target accounts.
- Build a strong and trusting relationship with our customers in territory during regular site visits and sales calls.
- Develop and maintain sales activity at key regional fleets and tracking for assigned key regional fleets by business consultant.
- Monitor progress and adjust strategy by conducting market analysis and article forecasting.
- Resolve operational and administrative issues, respond internal and external inquiries, and prepare routine and special reports as required by management.
- Achieve assigned sales targets in assigned region Participate in sales meetings, product and training meetings.
- Elaborate Business Presentation for: external (dealers, fleets, prospects,) internal (General Manager and Direction).
- Travel management for the Business Consultant team.
- Leads and/or coordinates strategic initiatives and supports communications initiatives by: zone mapping (potential clients & competitors) information gathering processes, analyzing results considering everything that benefits / impacts the business.
- Negotiate yearly Budget and monthly sales FC by region with dealer.
- Prepare the team to obtain effective negotiations and follow up on them.
- Give and offer support and management for the team in one or more of the following functions:
  - Sales (Finance, Operations & Marketing).
  - Product Management.

ジョブID
REF52318A

業務分野
マーケティング&セールス

勤務地
メキシコシティ

リーダーシップレベル
Leading People

勤務に関する柔軟性
Hybrid Job

法的的事項
Continental Tire de México, S. de R.L. de C.V.
- Management (Global/BU/Local).
- Customers.
- IT (database support).
- Pricing.
- Business Intelligence.

あなたのプロフィール

- Bachelor’s Degree (4 year college) + Truck Tire knowledge.
- 3 to 5 years + Experience working in truck tire industry.
- Experience leading project teams, direct leadership of people.
- 3 to 5 years + Experience negotiating with different customers/peers
  and situations.
- Business Plan Preparation.
- Market Knowledge.
- Sales Management.
- MS Excel.
- English level: advanced.
- Presentation Skills.
- Training and Development process (Internal & External customers).

オファー

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.

#LI-AT1At

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application.

会社概要

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.