Fleets Team Leader

Descrição da função

- 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.
Management (Global/BU/Local).
Customers.
IT (database support).
Pricing.
Business Intelligence.

Requisitos

- 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).

O que oferecemos

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

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

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.