Your tasks

POSITION

The Industrial Products Territory Sales Manager position is a key role within Continental ContiTech. This role is responsible for developing new business and increasing share of market position in a specified geographical territory, utilizing Continental’s Authorized Distributor Network in the industrial sector. This will be done using existing relationships, prospecting new opportunities, while educating/training local distributors/end-users on Continental’s value-added line of products and services. This position’s responsibility territory is for the Province of British Columbia.

- Identify and cultivate new business partnerships with existing and new customers (distributors and end-users) that sell into the industrial sector to achieve Annual Operating Plan (annual growth objectives on both revenue and profitability).
- Promote and sell engineered products, programs & services to end users through Continental’s Authorized Distributor Network.
- Train distributors and end-users on new products and product applications.
- Develop and implement a plan to regularly meet with customers to service existing accounts, as well as canvassing and securing new Distributor and end user business.
- Participate in industry trade shows to promote products and services.
- Regular use of business and information technology tools are required to manage territory activities.
- Maintain a working knowledge of current industry standards.
- Requirements include inspecting conveyor systems, inspecting plant equipment and working in a manufacturing environment to survey equipment and offer value added solutions, so working in close quarters and heights is required. Utilize the use of Salesforce.com, Business Funnel, Territory Share Management and any other data tools shared and developed to help drive financial performance/achieve Annual Operating Plan.

WHY YOU SHOULD APPLY

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

Your profile

BASIC QUALIFICATIONS

- Bachelor’s degree in business administration or related field or
minimum 2 years of sales experience or more if no relevant bachelor's degree.

- Competent in computer programs including Microsoft PowerPoint, Word, and Excel.
- Ability to use/learn CRM systems.
- Able to travel 50% of the time with overnight stays.

Our offer

All your information will be kept confidential according to EEO guidelines.

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 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.

About us

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. Our Fairlawn, OH location is seeking a Business Development Manager - Market Insights to join our team. Are you ready to shape the future with us?