

# BestDrive Lead Business Development Specialist - Midwest Region

## Your tasks

The Lead Business Development Specialist will work within a specific Region to identify further profit generation activities thru value creation, fleet customer base expansion, product strategy, and implementation of cost savings within a profit & loss structure. Together with the National Sales Manager and Region leadership, you will develop strategic plans for the region's key accounts and evaluate results striving to achieve corporate targets (market shares, margin contribution, and BestDrive image. Cultivate and maintains favorable contact with key and major accounts within the organization.

## Essential Duties and Responsibilities:

- Actively solicit and sell the identified region key accounts.
- Manage the region key account sales to secure profitability according to targets in business diversification, market shares, margin contribution, ROS%.
- Report on region key account customer business (visit reports thru Telenotes).
- Communicate region key account strategies through regional managers, region sales managers.
- Ensure that region key account strategies and objectives are supported at region and store levels by BestDrive personnel.
- Individually manage the implementation of the strategic marketing, sales and operational initiatives to support your identified and allocated key accounts.
- Individually act as business advisor with your allocated region key accounts to add value to their organization, through a win/win relationship, ultimately increasing the revenue and profitability of BestDrive LLC.
- Individually direct regional store personnel through the correct channels to ensure that the region key account strategies are adhered to and supported on a regional level, clearly communicating individual responsibilities e.g., deliveries, returns, adjustments, forecasts, visit agendas, business solicitation, fleet checks etc.
- Act as a liaison between all region management and national sales manager to present a single point of contact to the region key accounts.
- Pricing - Manage the region key account customer pricing and quotation according to established price structure for the region and BestDrive.
- Collectively manage the region key accounts pricing strategy and individually implement this strategy to your individual key accounts.

## Your profile

### Required Qualifications:



Job ID

**REF53089S**

Field of work

**Marketing and Sales**

Location

**Grove City**

Leadership level

**Leading Self**

Job flexibility

**Hybrid Job**

Legal Entity

**Continental Tire the Americas, LLC**

- High School Diploma or GED
- Valid Driver's license in good standing
- Minimum 3 years of sales experience if no Bachelor's degree.
- 1-2 years of sales experience with Bachelor's degree.
- Ability to work in a results oriented, fast paced environment as part of a team
- Good oral and written communication ability
- Strong organizational skills, willingness to take initiative and be a team player.
- Microsoft Programs and Inhouse Specialized Systems (Maddenco)
- Must be able to pass a background check including employment history, SSN verification, criminal history, etc.
- Must be able to pass drug test

Legal Authorization to work in the US is required. We will not sponsor individuals for employment visas now or in the future for this job opening.

#### **Preferred Qualifications:**

- Bachelor degree in Business, Communication or similar fields
- 6 years sales experience if no Bachelor's degree. 3-5 years of sales experience with Bachelor's degree
- 5+ years experience in the tire industry
- Retread tire knowledge

## **Our offer**

### **Work Environment & Physical Requirements**

- Work hours are generally 7:30-5 Monday - Friday. Saturday and evenings as needed; may have little to no advance notice.
- This position operates in all types of indoor and outdoor work environments, therefore exposure to heat and cold is to be expected.
- While performing the duties of this job, employee is regularly required to stand, bend, climb, lift and walk.
- Required to wear various forms of protective equipment (safety shoes, gloves, protective eyewear, etc.). Comply with OSHA regulations and safety requirements.
- Ability to fulfill physical demands, such as lifting, walking, sitting, squatting, and climbing around commercial vehicles.
- Lifting up to 75 pounds occasionally, including rolling, moving, or stacking; may be required to occasionally lift up to 100 lbs. individually.
- Prolonged periods of drive time between customers.
- 50-75% travel as needed throughout this territory including overnight travel.

### **Why you should apply:**

- Immediate Benefits
- Paid Time Off

- Employee Discounts
- Employer 401(k) Match
- And more benefits that come with working for a global industry leader!

**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](mailto: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**

BestDrive, a wholly owned subsidiary of Continental, is quickly becoming the top choice among commercial trucking fleets for our high-quality products and exceptional service. BestDrive Commercial Tire Centers specializes in providing fleet customers with innovative tire solutions including award winning Continental and General Tire brand products, innovative commercial solution products such as ContiPressureCheck, and a wide array of multi-brand truck tires to address all market segments. Since our founding in 2012, we presently have 25 locations throughout the United States and continue to rapidly expand our footprint throughout the country