

Sales Specialist Industrial AUS/NZ

Your tasks

This position is based in Bayswater, Australia.

Reporting to the Head of Sales Industrial AUS/NZ, this role will see you grow our business by building successful, long-term client relationships and managing a portfolio of accounts.

Key responsibilities include:

- Manage a portfolio of accounts to achieve long-term success
- Act as the point of contact and handle customers' individual needs
- Respond to customer queries in a timely manner
- Generate new business using existing and potential customer networks
- Increase sales through introduction of new products
- Resolve conflicts and provide solutions to customers in a timely manner
- Set and track sales account targets, aligned with company objectives

Your profile

To be successful in this role you will need:

- Proven work experience as a Sales Manager
- Hands on experience in sales and an ability to deliver excellent customer experience
- Knowledge of CRM software and MS Office (MS Excel in particular)
- Understanding of sales performance metrics
- Excellent communication and negotiation skills
- An ability to deliver projects and answer enquiries on time
- Business acumen with a problem-solving attitude
- Degree in Business Administration, Marketing or relevant field is a plus

Our offer

- Competitive salary package including annual incentive and company car
- Part of a large global organization with extensive support network
- Opportunity for career growth and training development
- Flexible and supportive work environment
- Great team culture with dynamic leaders and a diverse team

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

About us



Job ID
REF54912C

Field of work
Marketing and Sales

Location
Yang Pu Qu

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
ContiTech Australia Pty Ltd

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.