

Strategic Account Manager - Truck Tire

Feladatok

SG12

The Strategic Account Manager is responsible to create, implement and manage profitable growth within designated strategic accounts increasing Continental's share of business. This will be accomplished by managing sales as a mini business to ensure profitable growth, by growing sales volume in a combined offer of Original Equipment (OE), Replacement, Retread and Digital Solution services, improving price positioning, improving product mix, and managing both fixed and variable expenses.

Key Responsibilities include:

- Manage the strategic account sales to secure profitability according to targets in business diversification, market shares, margin contribution, ROS%, supplier image, and turnover.
- Identify further profit generation activities thru value creation, fleet customer base expansion, product strategy, product development, and implementation of cost savings within profit & loss structure.
- Preparation and negotiations of quotations according to internal business strategy.
- Completing monthly forecasting, monitor results and directing customer business by integrating all relevant functionalities (logistics, controlling, credit mgmt., etc.) in order to steer successfully the entire business process from order to payment.
- Manage product availability thru forecasting, production monitoring, order intake, and inventory to secure reliable deliveries
- Organize, sponsor and represent Continental at regional customer and industry events.

This position requires up to 50% travel within North America

Profilja

BASIC QUALIFICATIONS

- Bachelor's Degree in Business Administration, Engineering or other related field
- This is an internal-only position, we will only consider current Continental employees at this time
- 5+ years of professional experience with customer business management or R&D function with direct customer interface
- Truck Tire knowledge/experience
- MS Office - PowerPoint, Excel



Job ID
REF56860D

Tevékenységi terület
Marketing and Sales

Telephely
Fort Mill

Vezetői szint
Leading Self

Munkahelyi rugalmasság
Hybrid Job

Jogi egység
**Continental Tire the Americas,
LLC**

- Ability to present to all levels of an organization
- Continental is able to pay relocation expenses for this opportunity.
- 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

- Project Management skills
- Advanced analytical reporting experience (PowerBI)

Ajánlatunk

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.

Rólunk

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 **2023**, Continental generated **preliminary** sales of **€41.4** billion and currently employs around 200,000 people in **56** countries and markets

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.