

# Head of Aftermarket Distribution - US & Canada

## Your tasks

### THE POSITION

To lead the US & Canada aftermarket distribution sales team in a coordinated effort to exceed the following targets: Sales growth at a minimum of 3% above the industry, margin, accounts receivables and cost management.

To be a key part of the Aftermarket leadership team to develop and then execute our distribution strategy to maximize the BA Industrial Solutions Americas profitable growth and market share.

To drive customer centricity through the entire Business Area (BA) organization to establish a preference and premium for our products and solutions, establishing ContiTech (CT) as the preferred partner of choice in the industrial distribution market.

- Segment strategy development and execution with their area of responsibility including deployment to and through their teams.
- Responsibility for customer acquisition; managing contracts/ business proposals incl. Commercial negotiation.
- Develop and maintain strategic and cooperative relationship with customers.
- Leads the business to achieve budget (Volume, Sales, Growth, MOS, EBIT) and other planned targets and KPI's.
- Ensures regular customer feedback on forecast and adjusts input to operations and SCM.
- Provides critical customer, competitor, and market trends to benchmark our performance.
- Ensures feedback on customer satisfaction and escalation throughout CT BA and segment for improvements.
- Plays an active leadership role in the segment to promote and drive customer centricity.
- Organizes and lead a diverse, motivated, winning team.
- Continuously works to develop the team including their own succession.
- Deals with low performance in a transparent, fair, and proactive manner.

### WHY YOU SHOULD APPLY

- Immediate Benefits
- Paid Time Off
- Tuition & Employee Discounts
- Annual Bonus
- Employer 401(k) Match
- And more benefits that come with working for a global industry leader!



Job ID  
**REF56922W**

Field of work  
**Marketing and Sales**

Location  
**Fairlawn**

Leadership level  
**Leading Leaders**

Job flexibility  
**Hybrid Job**

Legal Entity  
**ContiTech USA, Inc.**

## Your profile

### BASIC QUALIFICATIONS

- Bachelor's degree required.
- Minimum of 7 years of relevant experience required.
- Previous leadership of field sales (regional and/or sales managers) and experience managing large accounts, >\$20MM in annual sales.
- Exceptional verbal and written communication skills. Must be able to work in a team setting with excellent follow up, attention to details, and analytical skills.
- Solid organization and presentation skills with excellent time management, decision making, problem resolution, and creative thinking skills.
- Must be highly proficient with QlikView, SAP, Salesforce, MS Word, PowerPoint, Excel, Access, and Outlook.
- Must be highly motivated and a self-starter.
- Must be able and willing to travel 50% - 60%, both domestic and international.
- Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas, now or in the future, for this job opening.

### 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](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**

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 sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 42,000 employees in more than 40 countries and sales of some 6.8 billion euros (2023), the global industrial partner is active with core branches in Asia, Europe and North and South America.

Are you ready to shape the future with us?