

Field Sales Trainee - Tires

Descrição da função

HOW YOU WILL MAKE AN IMPACT

SG 9

This is an entry-level field sales position designed to lay the groundwork for a successful, long-term career with Continental, a global leader in future mobility solutions. The initial assignment will involve a six-month (predominately virtual) training program that provides a comprehensive understanding of the tire industry, our company, our sales strategy, and our customers. The training program will include extensive exposure to different departments across the Continental organization, opportunities to actively contribute while learning through special project assignments, participation in sales and management courses offered by the leading third-party training providers, and when conditions allow, travel with our current field sales managers to gain hands-on experience.

Upon successful completion of the training program, field sales coordinators can look forward to:

- Territory assignment in a major U.S. market plus a relocation package to cover the costs of moving
 - Graduation bonus
 - Company car and gas card
 - Corporate credit card for all travel and business expenses
 - Increased earning potential through Continental's Sales Incentive Bonus Program on top of a competitive base salary
- The field sales coordinator position offers a significant amount of responsibility and independence compared to other entry-level roles. This autonomy is paired with the support, mentorship, and resources needed to ensure not only sales success, but also professional and personal growth for each coordinator.
- Achieve incremental annual sales growth in assigned territory by building relationships with and supporting Continental's retail and/or wholesale customers
 - Conduct regular in-person meetings and training with existing Continental customers to grow share of account
 - Analyze customer and market conditions in assigned territory to identify sales opportunities
 - Assist sales managers in the development and execution of sales strategy within geographic areas of responsibility
 - Determine weekly travel schedule based on territory sales strategy and individual goals
 - Ensure the success of product launches and consumer promotions through effective communication and coordination of digital and point-of-sale marketing materials with customers
 - Plan and attend customer events such as NCAA Basketball games, Major League Soccer games, and BMW Performance Driving School



Identificação da vaga
REF60043Z

Área funcional
Marketing and Sales

Local
Fort Mill

Nível de liderança
Leading Self

Modalidade de trabalho
Remote Job

Pessoa jurídica
Continental Tire the Americas, LLC

Requisitos

WHAT YOU BRING TO THE ROLE

- Bachelor's degree or completion of a Bachelor's degree by May 2025
- Must be open to relocation within 6-8 months of start date - once the training program is completed you will be required to relocate to a major U.S. market. (Recent territory assignments have included Los Angeles, CA, New York, NY, Washington, D.C., and Dallas, TX, etc.).
- Ability to travel over 50%
- Valid Driver's License
- Thrives in new and dynamic settings
- Assumes ownership and responsibility for individual contributions
- Has a passion for working with diverse teams to deliver results
- 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.
- A relocation package is offered

ADDITIONAL WAYS TO STAND OUT

- Bachelor's degree in Sales, Business, Marketing, or Communications
- Sales related internship experience

O que oferecemos

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts
- Competitive Bonus Programs
- Employee 401k Match
- Company Car
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Hybrid Work
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional
- And many more benefits that come with working for a global industry leader!

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

EEO-Statement:

EEO / 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 for qualified individuals with a disability and protected veterans, 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.

Quem somos

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 **2024**, Continental generated **preliminary** sales of **€39.7** billion and currently employs around **190,000** people in **55** countries and markets.

Are you ready to shape the future with us?

Tire solutions from the Tires group sector make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental delivers top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2023, the Tires group sector generated sales of 14 billion euros. Continental's tire sector employs more than 56,000 people worldwide and has 20 production and 16 development sites. Are you ready to shape the future with us?