

# Hydraulic Sales Specialist

## Votre profil

### BASIC QUALIFICATIONS

- Bachelor's degree or higher, preferably in a technical discipline or minimum 10 years or more if no relevant bachelor's degree.
- 5 years of relevant sales experience.
- Experience converting a major customer's business from a competitor and developing, presenting, gaining approval, and executing on major business cases.
- Sales and Customer Relationship management and development
- Presentation skills including working knowledge of PowerPoint.
- Strong negotiation skills.
- Financial acumen including the ability to manage sales, margin, cost and working capital and to read and prepare business cases.
- Strong communication skills.
- Emotional intelligence and cultural sensitivity.
- Market and knowledge of diverse industrial markets.
- Experience with business planning and forecasting.
- Experience executing along the sales cycle to hunt and close new customers and new business.
- Ability to translate applications and opportunities into business cases for evaluation.
- Ability to travel at least 50% of the time.

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 posting.

No relocation assistance is offered for this position.

### PREFERRED QUALIFICATIONS

- Strong hydraulics product knowledge.
- Minimum of 1 year of R&D, applications engineering and/or sales engineering experience.
- Basic industrial rubber products knowledge (industrial hose, conveyor and power transmission systems, air springs).

The expected annual salary range for this role is \$69,450.00 - \$81,700.00 a year. This position is also eligible for a variable incentive program. Salaries are based upon candidate skills, experience, and qualifications, as well as market and business considerations.

## Notre offre

### 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,



Référence  
**REF66613I**

Domaine fonctionnel  
**Marketing and Sales**

Site  
**Kansas City**

Niveau de leadership  
**Leading Self**

Flexibilité du poste  
**Remote Job**

Unité légale  
**ContiTech USA, Inc.**

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.

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