

# Hydraulic Sales Specialist

## Your tasks

### HOW YOU WILL MAKE AN IMPACT

As a member of the consulting team, develop new products and business opportunities to drive future growth to directly pay into exceed in 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 segment 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 BA organization to establish a preference and premium for our products and solutions, establishing ContiTech as the preferred partner of choice in the industrial distribution market. This position will support our Midwestern Region.

- 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.
- Technical application design and recommendations for improvement
- Troubleshoot application and performance issues.
- Technical training to customers and internally.
- Compile technical needs, customer pain points and make recommendations to drive innovation.
- 50% of travel with overnight stays.
- Position will support the Midwest region.

## Your profile

### WHAT YOU BRING TO THE ROLE

- 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.



Job ID

**REF66613I**

Field of work

**Marketing and Sales**

Location

**Fairlawn**

Leadership level

**Leading Self**

Job flexibility

**Remote Job**

Legal Entity

**ContiTech USA, Inc.**

- 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.

### **ADDITIONAL WAYS TO STAND OUT**

- 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 \$90,630.00 - \$106,300.00 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.

### **Our offer**

#### **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
- 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!

#### **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**

### **THE COMPANY**

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?