

Sales & Business Development Specialist Motorsports (m/f/d) - REF66708P

Vos activités

The Sales & Business Development Specialist (m/f/diverse) Motorsport, will be responsible for supporting business growth and brand development across central and southern European Regions. The candidate will serve various motorsport categories including Circuit Racing, Rallye and Rallycross, Drag, Kart, Vintage & Historic.

Key Responsibilities:

- **Strategic Sales Support:** Assist in executing strategic plans to win profitable business through effective selling into the motorsport market, targeting both new and existing customers.
- **Sales Process Assistance:** Support all planning aspects of the sales process, including new business acquisition, contract negotiation, product testing, payment and program duration.
- **Customer Engagement:** Act as a key contact for new and existing motorsport customers, providing daily support and handling specific telephone inquiries.
- **Technical Liaison:** Collaborate with the Engineering department to establish correct technical specifications and initiate engineering work to meet customer requirements.
- **Event Participation:** Assist in planning and attending trade shows, competition events, and customer tests to enhance brand visibility and engagement.
- **Relationship Building:** Develop a network of strong relationships with decision-makers and influencers within the target audience.
- **On-Site Support:** Attend racing events and development test sessions across Europe to facilitate customer requirements and act as an interface between Hoosier and our customers (promoters, teams/drivers, governing bodies, commercial rights-holders).
- **Sales Office Duties:** Assist in any other sales office duties as required.

Votre profil

- Academic degree in the field of economics or a related discipline.
- Established network within motorsport sales or specific categories (Rally, Circuit Racing, Drag, Kart, Vintage & Historic).
- Proven track record in Business Development, Commercial or Technical roles within the Automotive or Motorsport industry.
- Comfortable with both commercial and technical negotiations.
- Familiar with Motorsport/Automotive projects, milestones and procedures.
- Fluent in English and one other European language.
- Strong analytical thinking and systematic problem-solving skills.
- Team player with high passion, dedication, commitment and accountability.
- Willing and able to travel frequently, up to 20%.



Référence
REF66708P

Domaine fonctionnel
Marketing and Sales

Site
Hanover

Niveau de leadership
Leading Self

Flexibilité du poste
Hybrid Job

Nom du contact
Torben Schilke

Unité légale
Continental Reifen Deutschland GmbH

- Holds a full driving license.

Applications from severely handicapped people are welcome.

Notre offre

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals
- and much more...

[Sounds interesting for you? Click here to find out more](#)

Network with our Recruiter [Torben Schilke](#).

[Diversity, Inclusion & Belonging](#) are important to us and make our company strong and successful. We offer equal opportunities to everyone - regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation.

#Jobdrehscheibe

Ready to drive with Continental? Take the first step and fill in the online application.

A propos de nous

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.

Hoosier Racing Tire, a leading global racing tire manufacturer, is expanding its footprint in Europe. We are committed to driving international growth and are seeking a talented Sales & Business Development Specialist to support our efforts in this region.