

Asesor Comercial Guayaquil

Your tasks

Guarantee the target sell-In volume defined for the territory/client portfolio in charge.

Prepare a monthly sales forecast accompanied by the tactics to achieve it.

Encourage and actively accompany the sell out initiatives and actions of the clients in charge.

Propose promotional, activation or brand positioning actions in the Territory in charge.

Accompany initiatives and strategies for the activation of different sales channels.

Support in the development of actions, commercial projects together with each client in charge.

Attend product promotion events in the Territory in charge.

Accompany initiatives and strategies for the activation of different sales channels.

Support in the development of actions, commercial projects together with each client in charge.

Permanently visit customers in charge and POS in th territory in charge.

Accompany the improvement of consumer satisfaction drivers in POS.

Train distributors and sub-distributors on the new product.

Organize, together with the clients in charge, training for the technical and sales teams on the product portfolio, uses and applications of tires, as well as sales techniques and tools.

Attend the market, observe its movement by suggesting to raise pricing points of the competition, target competitors as well as other relevant ones that deserve an analysis by the Pricing team.

Enter the Pricing Points information required for such market monthly on the platform that is specified.

Report relevant price actions of the competition that are potentially risky for the fulfillment of Continental's targets in the market.

Monitor compliance with Continental Policies and guidelines in all its commercial management.

Report any irregularity or suspicion thereof in your management at



Job ID
REF72376H

Location
Guayaquil

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental Tire Andina S.A.

Continental or with the clients in charge.

Your profile

- Bachelor Degree in Administration, Commercial Engineering, International Business or related careers.
- 2 years of experience in similar positions in the Automotive Industry.
- Windows usage in an intermediate level (Power Point, Excel, etc.)
- English in an intermediate level will be a plus.
- SAP management will be a plus.

Our offer

Ready to drive with Continental? Take the first step and fill out the online form.

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

About us

Continental develops pioneering technologies and services for the sustainable and connected mobility of people and their goods. Founded in 1871, the technology company provides safe, efficient, smart and affordable solutions for vehicles, machinery, traffic and transportation. In 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. With its premium portfolio of the division of cars, trucks, buses, two-wheelers and special tires, the Tires sector of the group provides innovative solutions in the area of tire technology. Smart products and services related to tires and the promotion of sustainability complete the product portfolio. For specialized dealers and fleet managers, the Tires sector offers digital tire monitoring and management systems, in addition to other services, with the objective of guaranteeing the operation of fleets and increasing their efficiency. With the supplied tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.