

Sales Expert - Toscana (Firenze, Prato, Arezzo Pistoia)

Your tasks

Continental Italia Spa is looking for a Sales Expert for its Business Unit dedicated to cars and light truck (PLT).

Main Responsibilities

He/She is responsible for managing the commercial relationship with resellers and car dealers achieving sales targets and development the customer base according to the business strategy of the PLT division.

Activities:

- Management of the tyre business dedicated to PLT;
- Management of the main market dealers for its area of focus
- Market analysis activities;
- Identification of business opportunities and possible new development channels;
- Customer management to improve and increase customer productivity;
- Establish relationship of trust and partnership between the company and the customer

Assigned Field: Firenze, Prato, Pistoia, Arezzo

Your profile

- Bachelor's Degree (preferably in Business, Marketing, or related field)
- Proven Sales experience (at least 3 years)
- Excellent communication, interpersonal, and organisational skills
- Italian fluent, English good knowledge; Microsoft Office - good knowledge
- Strong negotiation and closing skills
- Experience in the automotive or tyre industry preferred
- Willingness to travel within the assigned field
- Customer-focused mindset with a passion for building long-term relationships

We offer a comprehensive benefits package, a supportive and inclusive work environment, and a positive professional setting where everyone can thrive, grow, and make an impact while embracing our four core values: Trust, Passion to Win, Freedom to Act, and For One Another.

To find out more, [click this link](#) and discover how you can turn your passion for sales into a brilliant career!

Our offer

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



Job ID
REF749520

Field of work
Marketing and Sales

Location
Milano

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental Italia S.p.A.

About us

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 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 in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.