

# Key Account Manager - Tires

## Descrição da função

- Responsible for the development of the Commercial Consumer & Fleet business in South-East part of Romania;
- Responsible for developing sales to direct and indirect customers (wholesalers, retailers, networks, etc.) and for systematically improving customer portfolio and product profitability (according to company goals), while developing long term relationships with them;
- Monitors assigned customer activity / from assigned area, in terms of volumes, Share of Business (SOB), stock level, credit risk and makes proposals for concrete actions from these reviews;
- Responsible for estimation of the stock size dedicated to assigned clients/ from assigned area to cover their real needs, and that at the end of the season the remaining volumes to fit in the maximum level communicated by the sales department management;
- Prepares and periodically submits activity, sales, market reports, etc. in accordance with the requirements of the sales department management;
- Collects data and prepares reports about the market (customers - existing and potential sellout, marketing, competitors, etc.) that will be submitted regularly to the management of the department;
- Identifies and describes new sales/development opportunities;
- Implements sales strategy approved by department management on assigned territory and assigned clients;
- Understanding the specific needs of clients and providing them with the best service.

## Requisitos

- Must be located in South-East part of Romania
- Minimum 2 years experience in Sales;
- Experience in tires Sales - is an advantage;
- University degree;
- Willingness to travel in assigned area;
- Business fluent in English (written and spoken);
- MS Office skills;
- Driving license - cat B;
- Customer relationship oriented and networking skills;
- Negotiation and presentation skills;
- High level of self-drive;

## O que oferecemos

Additional Information:

- 13th salary;
- Performance bonus;
- Christmas & Easter bonus;



Identificação da vaga  
**REF765770**

Área funcional  
**Marketing and Sales**

Local  
**Timișoara**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Hybrid Job**

Pessoa jurídica  
**S.C. Continental Automotive  
Products S.R.L.**

- Seniority bonus;
- Flexible working time;
- Competitive salaries & benefits;
- Health & wellness (Life Assurance, Private Health and Dental Insurance, Sport activities, Canteen, 24/7 Helpline with Psychologists etc.);
- Different discounts (tires, glasses, medical, shopping, etc.);
- Relocation bonus for non-Timisoara Residents;
- Professional development opportunities (in Technical and Leadership Areas);
- International Work Environment & Traveling Opportunities.

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## **Quem somos**

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.