

# Territory Sales Manager - Northeast - Commercial Specialty Tires

## Your tasks

### HOW YOU WILL MAKE AN IMPACT

#### SG10/11

\*This is a remote-based Field Sales role covering the territory of Pennsylvania, New Jersey, and Southern New York. Candidate must be located within the territory\*

- Function as Territory Sales Manager for our Material Handling, Agriculture, Port and OTR product lines. Act as the account manager for dealers, target accounts and strategic customers in your assigned territory.
- Identify opportunities through customer needs-analysis and knowledge of competitor products
- Act as business advisor with your target accounts to sell the value proposition bringing value to their organization
- Sell new End Users ultimately increasing the revenue and profitability of the Specialty Industrial Business Area (BA)
- Establish business within the Industrial BA's profitability targets
- Collectively manage an effective pricing strategy and individually implement this strategy to your target accounts
- Identify opportunities for new product lines
- Assist in the development of product strategy per target account to ensure current product lines are renewed or discarded in a normal product life cycle plan so that competition is not able to circumvent the market share of Continental Tire North America at the account
- Conduct market intelligence to identify target accounts and establish geographic target areas
- Manage the implementation of the strategic marketing, sales and operational initiatives to support your identified target accounts
- Make Sales Calls, conduct face to face meetings with call plans
- Assist in monthly Forecasting Evolution with Regional Manager
- Achieve assigned sales targets in assigned region
- Participate in sales meetings, product and training meetings and trade events

## Your profile

### WHAT YOU BRING TO THE ROLE

- Bachelor's degree and 1-2+ years of related experience OR 3+ years of related experience if no degree
- Field Sales experience
- Valid Driver's License
- Ability to travel heavily, 50-75%
- Must live in the PA, NY, or NJ close to a major local airport
- Legal Authorization to work in the US is required. We will not sponsor individuals for employment visas now or in the future for this job



Job ID

**REF77578X**

Field of work

**Marketing and Sales**

Location

**Newark**

Leadership level

**Leading Self**

Job flexibility

**Remote Job**

Legal Entity

**Continental Tire the Americas, LLC**

opening

## **ADDITIONAL WAYS TO STAND OUT**

- Bachelor's degree and 3-5+ years of experience OR 6+ years of related experience if no degree
- Tire, Automotive or Industrial experience

## **Our offer**

### **THE PERKS**

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Company vehicle
- Employee Discounts, including tire discounts
- Sales Incentive Bonus Program
- Employees 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Remote 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 preliminary sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets

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.

Are you ready to shape the future with us?