

# Territory Sales Manager - Western Pennsylvania and West Virginia

## Your tasks

### HOW YOU WILL MAKE AN IMPACT

The Territory Sales Manager - Western Pennsylvania and West Virginia position is a key role within Continental ContiTech. This role is responsible for developing new business and increasing share of market position in a specified geographical territory, utilizing Continental's Authorized Distributor Network in the industrial sector. This will be done using existing relationships, prospecting new opportunities, while educating/training local distributors/end-users on Continental's value-added line of products and services. This role is responsible for the Western Pennsylvania and West Virginia territory.

Principle duties & responsibilities include the following areas:

- Identify and cultivate new business partnerships with existing and new customers (distributors and end-users) that sell into the industrial sector to achieve Annual Operating Plan (annual growth objectives on both revenue and profitability).
- Promote and sell engineered products, programs & services to end users through Continental's Authorized Distributor Network.
- Train distributors and end-users on new products and product applications.
- Develop and implement a plan to regularly meet with customers to service existing accounts, as well as canvassing and securing new Distributor and end user business.
- Participate in industry trade shows to promote products and services.
- Regular use of business and information technology tools are required to manage territory activities.
- Maintain a working knowledge of current industry standards.
- Requirements include inspecting conveyor systems, inspecting plant equipment and working in a manufacturing environment in order to survey equipment and offer value added solutions, so working in close quarters and heights is required.
- Utilize the use of Salesforce.com, Business Funnel, Territory Share Management and any other data tools shared and developed to help drive financial performance/achieve Annual Operating Plan.
- 50% travel with overnight stays.

## Your profile

### WHAT YOU BRING TO THE ROLE

- Bachelor's degree in business administration and 2 years or relevant professional experience or minimum 4 years of sales experience or more if no relevant bachelor's degree.
- Competent in computer programs including Microsoft PowerPoint,



Job ID  
**REF79073H**

Field of work  
**Marketing and Sales**

Location  
**Fairlawn**

Leadership level  
**Leading Self**

Job flexibility  
**Remote Job**

Legal Entity  
**ContiTech USA, Inc.**

Word, and Excel.

- Experience working in an industrial setting.
- Experience with conducting presentation and customer meetings.
- Experience training customers and end users.
- Ability to use/learn CRM systems.
- Open to overnight travel
- Must have a valid driver's license.
- Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas, now or in the future, for this job opening.
- Continental is not able to pay relocation expenses for this opportunity.
- The desired candidate is required to reside within the Territory (PA or WV).
- Must be able to travel, with overnight stays, a least 50% of the time.
- Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas now or in the future for this job posting.
- Continental is not able to pay relocation expenses for this opportunity.

#### **ADDITIONAL WAYS TO STAND OUT**

- Experience in sales with distribution would be a plus

#### **Our offer**

##### **THE PERKS**

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts.
- Competitive Bonus Programs
- Employee 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Hybrid 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 / 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 for qualified individuals with a disability and protected veterans, 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 sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe, and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 42,000 employees in more than 40 countries and sales of some 6.8 billion euros (2023), the global industrial partner is active with core branches in Asia, Europe and North and South America.

Are you ready to shape the future with us?