Sales Development Manager

Tus actividades

THE ROLE

Deliver sales results and added value concepts to pre determined Regional Account customers. Using understanding of the tyre industry, market and strong relationships internally and externally, to position Continental brands among the leading brands within said customer base.

RESPONSIBILITIES / DUTIES INCLUDE:

- Deliver through pre-defined agreements, volume and profit targets by categorised regional customers using business profiling approach.
- To maintain detailed customer profiles to allow for constant assessment of potential and movement of business to facilitate strategic planning.
- Create, prepare and deliver value added initiatives to customers based on their requirements
- To manage all monthly and quarterly sales objectives by customer/brand to ensure achievement, and negotiate appropriate changes to sustain growth and profitability versus plan.
- To use detailed knowledge of the customer and the market, appraise and negotiate increased shares of business by brand and product category as appropriate.
- Prepare and deliver measured presentations to your customers & colleagues.

Tu perfil

SKILLS, BEHAVIOURS & EXPERIENCE

- The successful candidate must have a proven track record in sales and be a good negotiator.
- This role requires a creative, highly motivated, self-starter with excellent interpersonal skills and be an excellent communicator both verbal & written.
- The successful candidate must be able to demonstrate a good standard of education, particularly English language and numeracy.
- Excel, PowerPoint, Word & general computer skills at intermediate level are also required.
- Tyre or automotive industry background would be advantageous.

Lo que ofrecemos

This role is field based in the UK covering the Midlands/North area of the UK (candidates are expected to live on patch), and will report to the General Sales Manager.

Must have the right to work in the UK and hold a full UK driving licence

Job ID
REF80349F

Área de trabajo
Marketing y Ventas

Ubicación
Datchet

Nivel de liderazgo
Autoliderazgo

Flexibilidad laboral
Trabajo Remoto

Unidad jurídica
Continental Tyre Group Ltd.

The role will involve some overnight stays

The closing date for this vacancy is **Tuesday 9th September 2025**

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

Acerca de nosotros

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 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.