

Sales & Business Development Manager Motorsport, EMEA - Hoosier Racing Tires

Your tasks

Key Responsibilities:

- Working in conjunction with the European Management and in line with the business plan in order to win profitable business via effective selling into the Motorsport market (both new and existing customers)
- Be responsible for all planning aspects of the sales process including new business acquisition, contract negotiation, product testing, payment, program duration
- Act as primary sales contact for new and existing Motorsport customers on a daily basis
- Liaise with the Engineering department as required to establish correct technical specifications or to instigate engineering work to fulfill customer requirements.
- Take the lead with regard to planning for and attendance of events such as trade shows, competition events and customer tests.
- Handle customer specific telephone enquiries and provide advice to customers on items such as product / technical issues for potential new customers
- Development a network of strong relationships with decision makers & influencers within the target audience
- Assist in any other sales office duties as and when required
- Attend Racing events across Europe, as well as Development Test sessions, in order to facilitate customer requirements on-site and act as an interface between Hoosier and our customers (promoters, Teams/driver, governing bodies, commercial rights-holders)



Job ID

REF80519S

Location

Datchet

Leadership level

Leading Self

Job flexibility

Hybrid Job

Legal Entity

Continental Tyre Group Ltd.

Your profile

The candidate

- Ideally has an established network within motorsport sales or within a specific 'category' as per the above (Rallye, Circuit Racing, Drag, Kart, Vintage & Historic)
- Has a proven track record in Business Development, Commercial or Technical within the Automotive or Motorsport industry (5 years +)
- Is equally comfortable with both commercial and technical negotiations
- Familiar with Motorsport/Automotive projects, milestones and procedures.
- Has a high degree of work knowledge with all Microsoft Office tools, ideally SAP as well as all modern communication tools
- Must be able to construct and make polished presentations effectively
- Is able to communicate effectively at all levels of the organization
- Has analytical thinking and systematic problem solving skills
- Is experienced in working in a pressurized environment
- Is a team player with a high degree of passion, dedication,

commitment and accountability

- Fluent in English and one other European language (desirable).

Our offer

All your information will be kept confidential according to EEO guidelines.

- The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:
- Training & development opportunities
- Mobile and flexible working models
- Home office set up support
- Willing and able to travel frequently, up to 20%.
- Holds a full UK driving license.

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

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 **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.

Hoosier Racing Tire, a leading global racing tire manufacturer, is expanding its footprint in the UK. We are committed to driving international growth and are seeking a talented Sales & Business Development Specialist to support our efforts in this region.