

## Territory Sales Manager - Chicago - Midwest Territory, PLT

### Your tasks

**\*\*This Midwest territory position includes WI, IL, MO, KS, IO, MN, NE, ND, and SD.**

**\*\*Candidate must live in or relocate within 40 mi of Chicago, IL.\*\***

### HOW YOU WILL MAKE AN IMPACT

TSMs have the autonomy to plan their travel accordingly and often are on the road Tuesday-Thursday.

In this autonomous field sales position, you will have responsibility to develop and maintain business partnerships and sales activities with our tire dealers and our National and Government Accounts. This sales opportunity is unique based on the partnership opportunities to engage with existing Continental customers in collaboration with Continental's other sales channels.

Additionally, in this work hard, play hard culture, you'll attend 2-4 sales meetings per year held in fun destinations with entertaining team activities that allow you to have new experiences and network with fellow team members and corporate staff from across the country.

Along with exciting MLS and racing events to entertain your customers with, you'll have the opportunity to host key customers and fleets at the BMW driving school at two different state of the art driving tracks - Yes you get to drive with them as well!

- Participate in sales meetings, product and training meetings and new account development at target customers. Identify opportunities for new product lines
- Develop business partnerships with tire dealers, national and government accounts and coordinate sales and training with each account at territory level
- Retain and grow existing accounts and solicit new business by executing the sales strategy
- Effectively manage territory through prioritization and maximum efficiency to ensure that corporate objectives, including established call frequencies and individual objectives are met
- Analyze customers and market conditions to provide management with data about market trends, competitive products, pricing, promotions, and programs, and assist in monthly article forecast with Field Sales Manager

SG 10/11

### Your profile

**WHAT YOU BRING TO THE ROLE:**



Job ID

**REF82288I**

Field of work

**Marketing and Sales**

Location

**Chicago**

Leadership level

**Leading Self**

Job flexibility

**Remote Job**

Legal Entity

**Continental Tire the Americas, LLC**

- Bachelor's degree and 1-3+ years of industry sales experience OR if no degree, 3-6+ years of Automotive, Tire or Manufacturing Sales experience is required with a High School Diploma or equivalent
- 1+ years Tire sales experience
- Must live in or relocate within 40 miles of Chicago, IL.
- Valid Driver's License
- Travel as needed throughout the territory, up to 70% when needed
- 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 opening
- Domestic relocation can be offered

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

- Bachelor's degree and 2-5+ years of industry sales experience OR if no degree, 5-7+ years of Automotive, Tire or Manufacturing Sales experience is required with a High School Diploma or equivalent
- 2+ years tire sales experience

#### **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!

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

#### **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

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 **2024**, Continental generated **preliminary** sales of **€39.7** billion and currently employs around **190,000** people in **55** countries and markets.

Tire solutions from the Tires group sector make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental delivers top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2023, the Tires group sector generated sales of 14 billion euros. Continental's tire division employs more than 56,000 people worldwide and has 20 production and 16 development sites.

Are you ready to shape the future with us?