

Customer Relationship Manager - Uvalde Proving Grounds

Descrição da função

HOW YOU WILL MAKE AN IMPACT

SG 11

In this role you are responsible for managing our external customers and marketing of Uvalde Proving Grounds (UPG)

Core Responsibilities:

- Leading core team of customer management department
- Driving the marketing of the facility and growth of the customer base
 - active customer acquisition
- PG communication (Commercial, advertising & PR)
 - creates videos of tracks and events, brochures and communicates UPG news to Conti internal and supports external communication
- Customer consulting: providing advice for best tracks to fit customer test requirements
- Support for test procedure development for customers
- Developing, designing and providing advice in event modules for customers
- Booking customer test/event dates -> interface with local and corporate departments to ensure track and resource availability
- Customer feedback: creates, maintains and evaluates customer feedback data base and coordinates with corresponding/affected departments to ensure deficiency correction plans are in place.
- Customer driven projects: handles all internal & external customer requests regarding test facilities, preparation requirements, set up of tracks (e.g. GPS), etc..
- Supervising team of assistances and contractors for events

Requisitos

WHAT YOU BRING TO THE ROLE

- Bachelor's Degree in business, marketing, engineering, or related field
- 5+ years' experience in sales, marketing, engineering, or customer service
- Strong customer service skills
- Ability to interface with various technical, sales and management clients (internal and external)
- Strong communication skills (written and verbal)
- Planning and organization skills
- Creative approach to sales and marketing
- Continental is able to offer relocation assistance for this opportunity.
- 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



Identificação da vaga
REF82658N

Área funcional
Marketing and Sales

Local
Uvalde

Nível de liderança
Leading People

Modalidade de trabalho
Onsite Job

Pessoa jurídica
Continental Tire the Americas, LLC

opening.

ADDITIONAL WAYS TO STAND OUT

- Experience leading a team
- Social media experience
- Tire industry experience
- Testing experience

O que oferecemos

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts
- Competitive Bonus Programs
- Employees 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 or contact US Recruiting at 800-821-2727. 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.

Quem somos

THE COMPANY

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €39.7 billion in 2024 and currently employs around 95,000 people in 54 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 has been delivering top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2024, the Tires group sector generated sales of 13.9 billion euros. Continental's tire division employs more than 57,000 people worldwide and has 20 production and 16 development sites.