

# Customer Relationship Manager - Uvalde Proving Grounds

## 工作职责

### 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

## 职位要求

### 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



职位号码

**REF82658N**

工作职能

市场营销与销售

所在地

**Uvalde**

领导力级别

领导团队

工作场所灵活度

现场办公

法律实体名称

**Continental Tire the Americas, LLC**

opening.

## **ADDITIONAL WAYS TO STAND OUT**

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

我们可以提供

## **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.

## 关于我们

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 sales of €39.7 billion and currently employs around 190,000 people in 55 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.