

## Area Sales Manager (Scotland)

### Your tasks

This role will sell garage equipment in the Scotland region focusing on managing the relationships with the equipment distributors, ensuring they recommend Continental products and also speaking directly to the distributors customers. The main tasks will include:

- Responsible for the distributors in the defined geographical area maximising the sales of our products to these customers and dealing with any ad hoc issues.
- Visiting and contacting the distributors and the distributors customers to keep them informed on products and services offered by Continental.
- Liaise with the Service team to ensure a smooth installation of equipment.
- Attend shows that are being attended by Continental as well as shows attended by our Distributors to help with lead generation.
- Support sales with demonstration, exhibition and negotiation in order to achieve sales targets.
- Prepare quotations for customers and negotiate the price of our equipment with the customer to maximise sales and profit of the complete brand(s) product range.
- Feedback to the sales and marketing teams in head office any market intelligence.
- Develop and undertake presentations to enhance the company's image and increase sales.

### Your profile

- Knowledge of the garage equipment market.
- Strong experience managing the sales process.
- Excellent communication and relationship building skills.
- Preferred educated to degree level.
- Experience of working on cross sector and cross functional projects.
- Experience of working with colleagues in other countries and within an organisation that is a Regional organisation for a German HQ is an advantage.

### Our offer

#### What we offer:

- A competitive salary package with annual "Value Sharing Bonus" paid to all employees (subject to rules of the scheme).
- Company car.
- Sales commission opportunity.
- A generous contributory pension scheme.
- Employee Assistance Programme.
- 33 days holiday (including bank holidays).



Job ID  
**REF82836Z**

Field of work  
**Marketing and Sales**

Location  
**Scotland**

Leadership level  
**Leading Self**

Job flexibility  
**Hybrid Job**

Legal Entity  
**Continental Automotive Trading  
UK Limited**

- Employee discounts on Continental tyres.
- Death in service insurance.
- Flexible working options.
- On-going training and excellent personal development opportunities.
- Workwear provided annually.

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

The Automotive group sector comprises technologies for passive safety, brake, chassis, motion and motion control systems. Innovative solutions for assisted and automated driving, display and operating technologies, as well as audio and camera solutions for the vehicle interior, are also part of the portfolio, as is intelligent information and communication technology for the mobility services of fleet operators and commercial vehicle manufacturers. Comprehensive activities relating to connectivity technologies, vehicle electronics and high-performance computers round off the range of products and services.