

# Key Account Manager - Bicycle Tires - South America

## Your tasks

### HOW YOU WILL MAKE AN IMPACT

#### SG11

\*This is a remote-based Sales role covering the territory of Central America, South America, and California. Candidate must be located in California, within 2 hour distance of a major airport\*

Create, implement, and achieve a consistent plan for profitable growth by engaging bicycle wholesalers to increase Continental market share, improve price positioning, and enhance product mix. Manage the customer portfolio and expenses along specific profitability targets based on an excellent understanding of the marketplace in close cooperation with regional and global Bicycle sales, technical, and marketing teams. Territory will include: USA, Central America, and South America.

#### Functions:

- Develop & manage implementation of strategic sales, marketing and operational initiatives to support bicycle tire sales. Work closely with senior management to formulate the vision and strategy for the wholesale channel.
- Ensure that all P&L costs are in line within overall objectives set for assigned account(s).
- Research and prepare detailed business overview of new business opportunities including in depth profitability, competitive and market analysis.
- Act as Business Consultant externally with clients business opportunities, conduct profitability analysis, articulate value proposition (strategic ownership of the Continental Bicycle product), manage the opportunities through strong understanding of clients' organizational structures and the establishment of relationships throughout that structure to ultimately increase revenue and market share for Continental.
- Administer and direct proper support for existing accounts, monitor and ensure support processes e.g. account participation in marketing



Job ID

**REF87558X**

Field of work

**Marketing and Sales**

Location

**San Diego**

Leadership level

**Leading Self**

Job flexibility

**Remote Job**

Legal Entity

**Continental Tire the Americas, LLC**

and sales programs, credit management, return, and adjustment process. Identify growth opportunities and direct new business solicitation. Ensure that effective and continuous contacts are made, and that proper sales service support is provided. Participates in or presents sales programs.

- Coordinate, monitor and manage inventory and production planning to meet the forecast and unit objectives per key account. Work internal support groups to maximize inventory turns and customer fill rates for the division to ensure that the division reaches profit objectives. Control expenses; take an active role in developing monthly and yearly Sales Forecasts
- Recommend innovative changes to ensure retention of current business and additional new business growth. Monitor and analyze business on a continuous basis and implement any corrective action. Active participation with Senior division management in discussions on future business practices. Assures new or modified selling plans are consistent with present sales policies & sales services capabilities.
- Provide Market Intelligence by obtaining competitive information. Analyze, define, and improve price positioning, and provide general market insight.
- Works with Marketing & Management to develop effective product/service and merchandising support. This includes product packages, promotions, pricing, billing etc. Assist in marketing efforts to targeted bicycle retailers in targeted segments: Mountain, Road, Gravel, and Urban. Liaison with Marketing Department on development of sales materials, top of mind communications, press releases, industry trade show logistics, and disseminating segment specific information to the market.

The expected annual base salary range for this role is \$108,872.46 - \$120,970 per year. This position is also eligible for a sales incentive bonus program.

Salaries can vary and are based upon candidate skills, experience, and qualifications, as well as market and business considerations.

## **Your profile**

### **BASIC QUALIFICATIONS:**

- Bachelor's degree and 3+ years of related professional experience  
OR 6+ years of related professional experience if no Bachelor's

Degree

- 2+ years Bicycle Industry experience
- Fluent in English and Spanish language
- Ability to travel up to 50%, both domestically and internationally
- Ability to lift up to 50lbs for bicycle event setup
- Functional knowledge - Possesses knowledge of the principles, practices, and standard methodologies of operations and sales.
- Capable of handling a diverse workload, thinking globally and acting locally, able to build and leverage a support network across the organization.
- Proficiency with Microsoft Office Suite
- Strong ability to use strong written and oral communications to present ideas/explain material to a variety of audiences.
- 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.

#### **PREFERRED QUALIFICATIONS:**

- 5+ years Bicycle industry experience
- 5+ years related professional experience
- Expert-level Proficiency in Microsoft Excel
- Experience with data visualization tools
- Portuguese language skills

#### **Our offer**

##### **THE PERKS**

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Company vehicle
- Employee Discounts, including tire discounts
- Sales Incentive Bonus Program
- Employees 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Remote 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.

## About us

### THE COMPANY

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.

Are you ready to shape the future with us?