

Key Account Representative - West Region - Truck Tire

Your tasks

HOW YOU WILL MAKE AN IMPACT

SG 10/11

This is a remote-based sales position. Candidate must be located in the Western Region near a major airport and be able to travel domestically up to 50% of the time.

The Key Account Representative (KAR) supports key fleets and acts as an in-house resource for fleet personnel. The KAR will work to build a long-term professional relationship with the fleet and gain an in depth understanding of their operations and areas where Continental can offer a greater level of support.

Creates new accounts. Speaks directly with new and existing customers or clients to explain features and merits of products or services offered. Demonstrates products or services and provides assistance in the best application of products or services

Answers all questions concerning a product or service, with appropriate referrals where required. Closes transactions and takes orders. Submits time and expense reports to management.

Investigates product/service warranty claims to ensure resolution within organization policies. Analyzes and interprets records of present and past sales, trends and costs, estimated and realized revenue, administrative commitments, and obligations incurred for management.

Contacts prospects and explains features and merits of products or services offered, utilizing persuasive sales techniques. Calculates and quotes prices. May coordinate company technical engineering support and services to ascertain customers' needs.

Utilizes creative problem solving, strong communication skills (both with internal and external stakeholders), hands on evaluations/audits of fleet yards/shops, and technical tire expertise to demonstrate value to the fleet.

Represents the fleet to Continental and Continental to the fleet. The KAR should feel comfortable presenting themselves in both shop environments and corporate settings.

Supports fleets as a dedicated Continental resource to implement, troubleshoot, and maintain tires and technology products with the customer. The KAR will partner with the regional Key Account Management and Strategic Account Management teams to develop and execute a support strategy for the assigned fleet(s). By providing sales-related and technical support at a high-frequency basis on site, the KAR works to ensure the long-term success of Continental products and



Job ID
REF87753C

Field of work
Marketing and Sales

Location
Phoenix

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental Tire the Americas, LLC

programs.

Fleet Support and Consulting:

Work as a subject matter expert in Fleet Tire Operations. This expertise will be gained through an extensive training program upon entry to the company and a network of other KARs supporting your continued development with specialized training. KARs will use this information in a consultative approach to add value to the fleet.

Analyze fleet and maintenance operations with an emphasis on their tire program.

Investigate existing or potential pain points and develop a plan of corrective action.

Utilize audits and tire tracking to stay up to date and involved with hands on action in the fleet to continually provide additional value.

Work with management to develop long term strategies for fleet tire management.

Dealer/Local Support:

Work with servicing dealers to encourage a high level of service to Key Fleets and address any potential problems. KARs must also work with other internal representatives to coordinate efforts in local territories or with respective dealers.

Local Fleet Asset:

Serve as a local asset to support other KAM/SAM fleets who have units around the general vicinity of the KAR. Also offer local TTSM/DM/RM with fleet support when requested. This includes working as a network with other KARs, KAMs, and SAMs to gather data, find solutions, and provide a high level of customer service to large fleets.

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelors Degree and 1+ year of related professional experience OR if no degree must have 3+ years related professional experience
- Sales experience/business, which may be in the tire, automotive, technology business, or another industry in which consultative sales skills are critical or Military employment
- Strong Microsoft Office skills, such as Excel and PowerPoint

- Must have a high degree of comfort with digital technology, including software devices and programs
- Valid driver's license with responsible driving record
- Ability to travel up to 50% by air and or car
- Ability to comply physical demands, such as lifting, walking, sitting, squatting, and climbing around commercial vehicles. Lifting up to 75 pounds occasionally, including rolling, moving, or stacking
- High school diploma
- 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

ADDITIONAL WAYS TO STAND OUT

- Bachelor's degree in Business or Related field
- 5+ years related sales experience
- Proficiency with PowerBI/Data Visualization Tools

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 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?