

CN_Sales Representative_Beijing

Your tasks

- Drive sales target achievement in responsible territory
- Serve as main point of contact within assigned territory and/or customer base, develop or maintain business leads/ initiatives
- Build and manage strong, sustainable relationships with customers and other extended network in assigned territory to promote company's positioning in the market and thus to urge the buying decisions.
- Managing retailors (conti image shops) monthly buy-in & sell-out target achievement and performance improvement.
- Responsible for distributor/ retailor annual/monthly sales planning and promotion execution.
- Coordinate and manage cross-functional sales relevant activities
- Actively participate in open-communication environment, ensure customer buying experience consistency/drive improvement

Your profile

- College degree or equivalent preferably marketing or commercial or Engineering background
- 3 years working experience on channel & distribution sales with Multi-national company is a plus , within Auto industry is a plus

Our offer

Ready to drive with Continental? Take the first step and fill in the online application.

About us

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.



Job ID
REF88716H

Field of work
Marketing and Sales

Location
Shanghai

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental Tires Co., Ltd.