

# Sr Key Account Manager

## Your tasks

### HOW YOU WILL MAKE AN IMPACT

Total responsibility for account(s) to include sales, margin, revenue, product planning, marketing support and strategic planning.

#### Sales/New Business:

- Develop and maintain overall strategy for strategic Key Account
- Communicate with all levels of the customer team up to Principal Owners
- Achieve established sales and MOS objectives for the assigned key account
- Coordinate w/ Product Planning to introduce new line in the product strategy to ensure future growth and development of the key account
- Forecast for the key accounts by month and by year by article level
- Coordinate monitor, and manage inventory with forecasting to meet the forecast and unit objectives per key account
- Responsible for establishing business proposals for Key Account
- Responsible for negotiating and managing pricing issues

#### Interactions/ Responsibilities with Internal Departments:

- Manage and resolve all operational and administrative issues that occur with the key accounts such as billing errors, shipping errors, and other claims issues
- Coordinate, monitor and manage inventory and production planning to meet the forecast and unit objectives per key account
- Ensure that price files are properly implemented as per the requirements of the key accounts
- Provide direction to Inside Sales on proper handling of the account
- Identify and recommend development/testing activities w/ product development
- Develop presentation and updates for management regarding future business and strategy for key account
- Coordinate all Nation and Customer specific events

SG 13

## Your profile

### WHAT YOU BRING TO THE ROLE

- Bachelor's Degree and 10+ years relatable professional experience
- 5+ years tire industry experience
- Multi-channel Sales experience
- Experience in international / matrix organizations
- Internal qualified candidates will meet internal guidelines for this executive level role:
  - 18+ months working internationally, cross functionally and/or



Job ID

**REF89321Y**

Field of work

**Marketing and Sales**

Location

**Fort Mill**

Leadership level

**Leading Self**

Job flexibility

**Hybrid Job**

Legal Entity

**Continental Tire the Americas, LLC**

- cross organizationally
  - 18+ months experience of leading people and/or projects
  - DCfEL must be complete before a promotion to SG 13
- Strong analytical skills, written and verbal communication skills, and organizational skills
- Able to travel around 40% when needed
- 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
- Relocation can be offered

## **ADDITIONAL WAYS TO STAND OUT**

- Cross functional dept. experience ex: marketing, pricing, R/D, product, manufacturing, etc.
- 2+ years leadership experience - managing a team of direct reports

## **Our offer**

### **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 800-821-2727. 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**

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?