

Sales Consultant Truck Tires - Central - Northern Italy

Descrição da função

Continental Italia Spa is looking for a Sales Consultant Truck.

In this role, you'll lead strategic relationships with dealers and fleet customers, driving sales performance and expanding our customer base in line with the division's growth ambitions.

You'll be a key player in translating business strategy into meaningful partnerships, combining commercial acumen with a customer-first mindset.

Activities:

- Oversee and drive the Truck Tires business within the assigned area, ensuring strategic alignment and performance.
- Manage relationships with key market dealers and fleet customers, fostering long-term partnerships.
- Conduct regular market analysis to monitor trends, identify challenges, and uncover growth opportunities.
- Proactively identify new business prospects and areas for potential development.
- Support customers in optimizing their operations and enhancing productivity through tailored solutions.
- Build and maintain strong, trust-based relationships with clients, positioning the company as a reliable and strategic partner.

Candidates preferably based in Bologna.

Assigned Field: Bologna, Modena, Ferrara, Rimini, Ravenna, Forli, Cesena, Reggio Emilia e Parma

Requisitos

- Bachelor's Degree (preferably in Business, Marketing, or related field)
- Proven Sales experience (at least 3 years)
- Excellent communication, interpersonal, and organisational skills
- Italian fluent, English good knowledge; Microsoft Office - good knowledge
- Strong negotiation and closing skills
- Willingness to travel within the assigned field
- Customer-focused mindset with a passion for building long-term relationships

O que oferecemos

This job posting will close on November 16, 2025



Identificação da vaga
REF90190S

Área funcional
Marketing and Sales

Local
Milano

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Italia S.p.A.

We offer a comprehensive benefits package, a **supportive and inclusive work environment**, and a positive professional setting where everyone can thrive, grow, and make an impact while embracing our four core values: Trust, Passion to Win, Freedom to Act, and For One Another.

To find out more, [click this link](#) and discover how you can turn your passion for sales into a brilliant career!

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

Quem somos

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. 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.