

Digital Solutions Specialist

Descrição da função

Continental's Digital Solutions Specialist brings intelligent truck tires to life, connecting technology and people to deliver smarter, safer, and more efficient mobility for fleets.

Your role is to strengthen, expand, and continuously improve how our solutions are adopted and activated in the market, while also keeping a close connection with our colleagues in the U.S. for technical discussions and product evolution.

You will:

- Ensure the correct application and integration of sensors, antennas and digital platforms.
- Support onboarding and activation processes, enabling dealers and fleets to maximize the value of our solutions.
- Oversee antenna installation at customer sites, ensuring smooth deployment and operational efficiency.
- Monitor subscription and billing processes together with Finance and Sales, keeping everything on track.
- Provide technical and commercial support to the sales team during presentations and customer interactions.
- Identify market trends and customer needs, driving continuous improvements to digital solutions.
- Deliver training that inspires teams and customers to embrace digital solutions with confidence.
- Exchange with U.S. colleagues on technical topics, ensuring alignment and feedback between region.

Requisitos

- Degree in Engineering, Business, or a related field.
- Solid technical knowledge of connected products, IoT, or automotive/digital solutions.
- Hands-on profile: comfortable being in the field, running trainings, and supporting customer implementations directly.
- Strong communication and presentation skills – able to translate complex technology into simple, engaging messages for sales teams and customers.
- Analytical mindset to monitor adoption, billing, and performance indicators, proposing improvements when needed.
- Proactive, energetic, and an early adopter of new technologies.
- Advanced level of English is mandatory (direct interaction with international teams)

O que oferecemos

- Geographic Scope: Ecuador and Colombia - based in Ecuador



Identificação da vaga
REF90475I

Local
Quito

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Tire Andina S.A.

- Travel: Availability to travel around 50% of the time (nationally)
- Languages: Advanced English is mandatory (daily interaction with international colleagues)

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

Quem somos

Continental, a German multinational that offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transport. In 2020, it generated sales of €37.7 billion and currently employs around 235,000 people in 58 countries and markets. In 2021, the company celebrates its 150th anniversary.