

TTSS - Technical Tire Sales Specialist (Minas Gerais)

Descrição da função

Responsible for sales (Truck Tires) with target to increase market share and ensuring profitable growth, offering support to dealers and fleets (direct sales), working in a designated region (micro regions/territory) - Ceara, Rio Grande do Norte and Paraíba States.

- Follow up results monthly (Sales Statistic - MicroRegion X Customer)
- Corrective actions and/or improvement in costumers that faces problems (sales volume, quality, financial outcome, POS organization etc.) - through the constant visits of customers
- Opening/closing accounts analysisTechnical analisys of products in dealers and fleets
- Input all complained tires in ContiFar (Internal Warranty System)
 - Performance information of current portfolio with ContiTrac2 internal tool
- Ensure complete documentation for accounting opening
- Be in touch with the end customer in specific situations (overdue, need for additional documentation, etc.)
- Delivery tires follow up
- Request and monitor training for dealers and fleets
- Build up technical capacity on the dealers sales team
- Monitoring dealer's orders in order to reach targets
- Analyze each clients' needs, aiming at quality and volume of purchases improvement
- Monitoring market prices aiming at a better positioning and ensuring a balance between sales volume x sell-in prices.
- Monitoring the processing of requests, track the volumes and monthly results
- Prepare commercial offers
- Constantly monitoring of customers during visits and information gathered at the market
- Request / Follow up of submission of required documents for adequacy of Credit Limit
- Plan the credit limit of each client, ensuring the growth desired by Continental in each regionTrack/Monitor accruals
- Support dealers with actions under Continental standards
- Guidance on the organization of POS (Point of Sales), as well as ensuring the use of promotional materials (when necessary).
- Market reseach
- Keep the Continental Pricing department informed about prices
- Work on feedback with dealers and Continental team.



Identificação da vaga
REF90666M

Local
Jundiai

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental do Brasil Produtos Automotivos Ltda.

Requisitos

Tires knowledge

Computer system knowledge (SAP, Office)

Graduation Completed

Sales Ability

English (desirable)

Experience in sales or similar professional field.

Project leader

Result driven position or proof of success

Self leading ability and proof of previous success

Able to deal with international aspects of Conti

O que oferecemos

Area: Minas Gerais

Pronto para dirigir com a Continental? Dê o primeiro passo e preencha o formulário online.

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.