

Sales Analyst - Passenger and Light Truck Tire

Your tasks

HOW YOU WILL MAKE AN IMPACT

The Sales Analyst is responsible for turning data into actionable insights that drive growth and support our sales organization. The ideal candidate will provide accurate and timely reporting, identify performance trends, and deliver recommendations that help shape strategic business decisions. You'll be a key partner to the PLT US distribution sales team ensuring data quality, consistency, and meaningful analysis to drive year-over-year success.

- Develop, analyze, and distribute recurring sales reports for management and field teams, including monthly and quarterly performance tracking and internal metrics.
- Act as the SME for distribution channel data, with awareness of how other sales channels influence distribution performance. Oversee dashboards, program components, and incentive structures, and deliver training as needed.
- Provide actionable insights and recommendations to stakeholders to drive growth in US PLT Replacement sales.
- Lead and participate in sales-related projects and key initiatives that enhance performance and process efficiency.
- Create and maintain detailed sales reports to monitor key performance indicators.
- Lead SIBP (Conti sales bonus program) analysis activities, ensuring accurate and timely data is provided to Human Resources Compensation.
- Support and improve the daily data flow between systems, identifying and implementing process improvements.
- Apply strong problem-solving skills to address evolving business challenges with agility and precision.
- Create and distribute reports to management and field sales teams. Reports include a variety of sales-related data, including daily sales tracking and other internal tracking files.
- SME for all data supporting the distribution sales channel which includes understand, managing, and training on dashboards, program elements, bonus structures, and supporting the sales director.
- Provides recommendations to key stakeholders within the distribution channel to support the growth of replacement (RE) units.
- Contributes to sales-related projects by leading and participating in key sales initiatives. Creates, maintains, analyzes, and distributes sales report cards.
- Leads the SIBP analysis activities to ensure that accurate and timely data is provided to Human Resources Compensation.
- Provides day-to-day operational support of the data flow between systems and implements process improvement actions as needed.
- Utilize strong problem-solving skills to address evolving business opportunities promptly.



Job ID

REF91112W

Field of work

Marketing and Sales

Location

Fort Mill

Leadership level

Leading Self

Job flexibility

Hybrid Job

Legal Entity

Continental Tire the Americas, LLC

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor's degree
- 2+ years of relevant professional analyst experience
- Proficiency in MS Office applications
- Mid-level excel skills (v-lookup, pivot reports, formulas)
- Excellent written and verbal communication skills, with the ability to present information to a range of audiences
- 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
- Can offer a relocation package if needed

ADDITIONAL WAYS TO STAND OUT

- 5+ years of relevant professional experience in sales, finance, or business analysis
- Advanced Excel proficiency (e.g., complex formulas, Power Pivot, macros)
- Experience with data visualization and reporting tools such as Power BI, Tableau, SAP, SQL, AFO, or MARKIS
- Strong analytical mindset with the ability to interpret data, identify trends, and make data-driven recommendations
- Excellent interpersonal skills and a collaborative, solution-oriented approach

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!

All your information will be kept confidential according to EEO guidelines.

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 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.

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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.