Dealer Account Manager - Truck Tire

Tus actividades

HOW YOU WILL MAKE AN IMPACT

SG 10/11

This is a remote-based position, candidates must be located close to a major airport.

Create, implement and manage profitable growth within the key account dealer focusing on new business acquisition for Continental. This growth will be balanced with (1) supporting the Continental's regional strategic goals and direction and (2) not cannibalizing existing business through other direct Continental dealers. Communicate area sales management strategies through regional channel, Key account personnel and cross functional areas. Individually manage account strategy to support the overall CTA business units' profitability targets. Coach regional Territory Sales Managers to interface with dealer and fleet accounts in their territories and ensure the individual customer strategies are adhered to and supported on a regional level.

Functions:

- Manage key dealer account, increasing Continental's share of account by managing as a mini business to ensure profitable growth, through increased sales volume, improving price positioning, product mix, and managing both fixed and variable expenses.
- Ensure that dealer key account strategies and objectives are supported at business unit levels by both Continental personnel and selected customers.
- Communicate and protect Continental's strategic growth goals. Articulate the parameters the key account dealer will stay within, so as not to weaken, Continental's strategic vision.
- Coordinate with existing Continental field sales team, the key dealer's plan and targets as to most effectively grow dealer's business while protecting Continental's regional strategic goals.
- Act as a liaison between the key account dealer and the national account business to ensure that service levels and needs are being met and product is available for our national account customer.
- Individually act as business adviser with your allocated key account to add value to their organization, through a win/win relationship, ultimately increasing the revenue and profitability of the CTA organization.
- Individually manage agreed operational KPI's e.g. volume growth, fleet growth, Trukfix success rate, FC, stock levels, fill rates, tire performance tracking, expenses, etc., for your key account to support the CTA strategies.
- Collectively support the marketing department by obtaining competitive information to support the development of strategic initiatives as well as event planning, promotions etc.

Job ID
REF92293T

Área de trabajo
Marketing y Ventas

Ubicación
Fort Mill

Nivel de liderazgo
Autoliderazgo

Flexibilidad laboral
Trabajo Híbrido

Unidad jurídica
Continental Tire the Americas, LLC

- Collectively act as strategic sales representatives for the field sales organizations with respect to the PPT process, 5-year planning process, etc.
- Collectively manage the accounts pricing strategy and individually implement this strategy to your account's locations.

Tu perfil

WHAT YOU BRING TO THE ROLE

- Bachelor's degree and 1-3+ years of sales experience OR high school degree and 3-6+ years related sales experience
- 1+ years of experience, which may be in the tire, automotive, technology business, or another industry in which consultative sales skills or business operations are critical or 2+ years of Military employment
- Valid driver's license with responsible driving record
- Ability to travel up to 50%
- Ability to comply physical demands, such as lifting, walking, sitting, squatting, and climbing around commercial vehicles.
- Lifting up to 75 pounds occasionally, including rolling, moving, or stacking
- 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.

ADDITIONAL WAYS TO STAND OUT

- Bachelor's degree and 2-5+ years of outside sales experience
- 2+ years of commercial truck tire experience on either the dealer or the manufacturer side
- Strong Microsoft Office skills, such as Excel and PowerPoint
- Must have a high degree of comfort with digital technology, including software devices and programs

Lo que ofrecemos

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Company vehicle
- Employee Discounts, including tire discounts
- Sales Incentive Bonus Program
- Employees 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Remote 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 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.

Acerca de nosotros

THE COMPANY

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.