

# Field Sales Manager - Commercial, Government & National Accounts

## Tus actividades

Directly leads, manages and coaches field sales team partnering with external customers in our TT Dealer, National and Government Account channel. Aligns implementation of field incentive program with sales goals and achievement. Acts as primary field resource to team to ensure effective customer coordination in conjunction with the National Account & Government KAMs.

This role will have 8 Direct Reports.

\*\*Can sit anywhere in the US, ideally close to a major airport, must be able to travel 50-70% domestically.

Manage performance and development of field sales team in all aspects. Including:

- Coordination with Channel Manager and Nat'l / Gov't Accounts and National Account and Government KAMs to provide direction and strategy to the field
- Conduct sales ride alongs and document feedback of customer visits and dealer/fleet training
- Coordination and active scheduling of dealer/fleet training events
- Coordination of Marketing events (including Uvalde, product launches, driving schools etc.)
- Travel and territory management through Salesforce, expense reporting etc.
- Provides ongoing management, coaching, and training for new field sales associates
- Regularly provides best practice recommendations to field team to facilitate development
- Track and report competency-based performance measurements for National Accounts field team
- Complete and provide annual performance reviews

Contributes as an active stakeholder in the implementation and success of TT Dealer, National and Government Account strategic goals and targets and field support in an external customer facing role. Including:

- Provide market feedback to Channel Manager, National Account and Government KAMs concerning competition, pricing and promotion

Support activity that accomplishes goals and objectives for TT Dealers, National and Government Accounts in partnership with the KAMs:

- Call frequency
- Increased sales volume
- TT Dealer, Fleet and Government customer penetration



Job ID  
**REF923510**

Área de trabajo  
**Marketing y Ventas**

Ubicación  
**Fort Mill**

Nivel de liderazgo  
**Liderando Gente**

Flexibilidad laboral  
**Trabajo Remoto**

Unidad jurídica  
**Continental Tire the Americas, LLC**

- Develop sales tools and sales sheets to conduct efficient sales calls

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## **Tu perfil**

### **BASIC:**

- Bachelor's Degree
- 5+ years of professional related sales experience
- Tire selling experience
- Must be able to travel 50-70% domestically
- Advanced expertise in inhouse sales tools
- Strong networking skills
- Excellent written and oral communication skills
- Excellent analytical skills
- Strategic thinker
- Strong time management abilities
- Legal authorization to work in the U.S. is required. Continental is able to offer visa support for internal individuals who currently hold an existing valid employment visa

### **PREFERRED:**

- 7+ years tire sales experience
- Strong demonstrated leadership qualities
- Leadership experience, teams, accounts, and/or projects, etc.
- Experience selling fleet accounts

## **Lo que ofrecemos**

### **THE PERKS**

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts
- Competitive Bonus Programs
- Company Car
- 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](mailto: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

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.