

Car Dealer Sales - Account Manager - West Territory - PLT

Your tasks

HOW YOU WILL MAKE AN IMPACT

****The West Territory includes *WA, OR, ID, MT, AK WY, CA, NV, AZ, NM, W.TX, CO, UT* and the employee may reside anywhere within the territory providing they are a reasonable distance to a major airport.**

This position does not offer a Cost of Labor Adjustment (COLA).**

The Car Dealer Sales - Account Manager coordinates all car dealer plans and activities within a region in conjunction with the Car Dealer Field Sales Manager and Distribution Regional Manager. This position is the primary contact to all customer field sales teams and will be responsible for growing car dealer sales within their region.

- Engage and cultivate relationships with OEM partners and distributor car dealer sales teams within the Southeast Region
- Manage territory boundaries and ensure optimal resource allocation
- Coordinate all regional activity for car dealer accounts in conjunction with the Car Dealer Field Sales Manager, KAMs and Distribution Regional Manager.
- Effectively communicate Continental sales opportunities, Car Dealer go to market strategy, key focus fitments and quarterly plans within the region
- Effectively communicate Continental sales opportunities and manage key relationships with Ford, GM and Stellantis regional personnel to coordinate sales efforts at a car dealership level
- Effectively communicate Continental sales opportunities to car dealer personnel (Owner, Fixed Ops, Parts / Service Manager and Advisors to coordinate and implement plans for profitable business growth, stocking product, executing promotions and coordinating training / event.
- Coordinate and lead regional parts or service meetings.
- Analyze market trends and customer needs to identify sales opportunities
- Run key reports to help define the focus accounts within the region
- Achieve established regional sales and margin objectives for car dealer accounts
- Understand and communicate key competitor risks and opportunities internally to help drive sales
- Coordinate customer events (both Continental and customer specific)
- Other
 - Provide input into PLT US strategy, pricing, programs, promotions, new products, advertising, and other policies and procedures that impact the channel sales
 - Establish and manage the budget and forecast (monthly/annual) for channel.
 - Represent PLT RE US at internal and external events



Job ID
REF92353A

Field of work
Marketing and Sales

Location
Salt Lake City

Leadership level
Leading Self

Job flexibility
Remote Job

Legal Entity
Continental Tire the Americas, LLC

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor's Degree
- 1+ year of tire industry sales experience
- Strong communication and analytical skills
- Strong problem-solving capabilities
- Self-starter
- Travel up to 75%
- The West Territory includes: WA, OR, ID, MT, AK WY, CA, NV, AZ, NM, West TX, CO, UT and the employee may reside anywhere within the territory providing they are a reasonable distance to a major airport
- This position does not offer a Cost of Labor Adjustment (COLA)
- 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
- Relocation is offered only if you live outside of the territory

ADDITIONAL WAYS TO STAND OUT

- 3+ years of tire industry sales experience
- Car Dealer experience

Our offer

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

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!

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.

About us

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €19.7 billion in 2025 and currently employs around 78,000 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 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division employs more than 56,000 people worldwide and has 19 production and 16 development sites.