

Key Account Manager Iveco, Fuso & TAAS Program Support OE Truck (m/f/diverse) - REF92472V

工作职责

We are looking for a Key Account Manager who will drive strategic growth with leading OEMs, shape the future of our bus tire business, and play a key role in advancing our Tires As A Service (TAAS) transformation.

Your key responsibilities are:

- Manage OEM key accounts (IVECO & FUSO) with full responsibility for volume, revenue, and EBIT
- Secure and expand business opportunities to ensure long term profitability
- Lead RFQ processes and support budget planning, sales forecasting, and quarterly price updates
- Develop and coordinate the overall Bus tire business strategy
- Drive the TaaS strategy by collecting customer requirements and supporting new tool and solution development
- Support customer specific Tires As A Service (TAAS) for fleet business with OEMs as a strategic segment within the KAM team
- Foster long-term, technology driven partnerships and lead joint projects with OEMs and internal R&D teams
- Ensure customer satisfaction and quality performance in cooperation with Quality and Engineering team
- Represent the company at OEM events and coordinate internal customer visits
- Oversee tire orders for assigned accounts (e.g., pre series, testing), functionally guiding the customer service team

职位要求

- University degree in Business & Analytics, Data Science / Applied Data Science, Industrial Engineering or Economics
- Several years of professional experience in Data Science, Digital Solutions, Field Service Operations, or related areas
- Several years of hands on experience in programming, data processing, modeling, and algorithm development; experience in sales related environments is an advantage
- Experience in the truck industry and/or truck tire business is highly desirable
- Experience in project management is preferred
- Fluent English skills required; German optional; Italian language skills are a plus
- Strong interpersonal and negotiation skills with a customer oriented mindset and the ability to build long term, trust based relationships
- Proven ability to work effectively in international and cross functional teams



职位号码

REF92472V

工作职能

大客户管理

所在地

Hanover

领导力级别

个人贡献者

工作场所灵活度

混合式办公

招聘专员

Philipp Meinen

法律实体名称

Continental Reifen Deutschland GmbH

Applications from severely handicapped people are welcome.

我们可以提供

- **Attractive compensation:** We reward exceptional qualifications and experience with the option of an above-tariff salary
- **Flexibility that fits your life:** Whether mobile working, part-time models, flexible working hours, or sabbaticals – together we find a working model that suits your individual needs.
- **Time off that truly matters:** Enjoy 30 days of paid vacation per year.
- **Secure your future:** With our company pension plan, we already invest today in your financial security of tomorrow.
- **Career with perspective:** We actively support you in shaping your career through individual trainings, access to learning platforms such as LinkedIn Learning, and a wide range of development opportunities.
- **Borderless opportunities:** As an EU citizen, you can work remote from other EU countries for up to 40 days per year – offering greater freedom and international flexibility.
- **Exclusive employee benefits:** Take advantage of attractive discounts and a wide range of employee benefits.
- **Stay fit – nationwide:** With our comprehensive range of health and wellness initiatives, you stay active – wherever you are in Germany.
- **Sustainable mobility:** Use our “JobRad” bike leasing program and secure your preferred bicycle at attractive conditions – for more fitness, climate protection, and enjoyment on your daily commute.
- **A family-friendly culture:** We support you with various offers that help balance work and family life, such as on-site childcare places and free emergency childcare services.
- **Support when it matters most:** The Fürstenberg Institute provides you with a confidential external point of contact for professional advice and support in both personal and professional matters.
- **A work environment that embraces diversity:** Look forward to working in a diverse and international environment through collaboration with our global locations.

For more information about the employee benefits you can expect at Continental, please visit our [benefits page](#).

If you would like to learn more about our location, feel free to visit our site page: [Continental Hannover Stöcken](#).

[Diversity, Inclusion & Belonging](#) are important to us and make our company strong and successful. We offer equal opportunities to everyone - regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation.

If this sounds like a perfect match for you and if you want to become the next supporter of our core values: **Trust, for one another, passion to win and freedom to act** - we are looking forward to receiving your application.

Ready to drive with Continental? Take the first step and fill in the online application.

关于我们

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 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.