

Key Account Manager - Bicycle Tires - South America

Your tasks

HOW YOU WILL MAKE AN IMPACT

SG11

This is a remote-based Sales role covering the territory of Central America, South America, and California. Candidate must be located within 2 hour distance of a major airport

Create, implement, and achieve a consistent plan for profitable growth by engaging bicycle wholesalers to increase Continental market share, improve price positioning, and enhance product mix. Manage the customer portfolio and expenses along specific profitability targets based on an excellent understanding of the marketplace in close cooperation with regional and global Bicycle sales, technical, and marketing teams. Territory will include: USA, Central America, and South America.

Functions:

- Develop & manage implementation of strategic sales, marketing and operational initiatives to support bicycle tire sales. Work closely with senior management to formulate the vision and strategy for the wholesale channel.
- Ensure that all P&L costs are in line within overall objectives set for assigned account(s).
- Research and prepare detailed business overview of new business opportunities including in depth profitability, competitive and market analysis.
- Act as Business Consultant externally with clients business opportunities, conduct profitability analysis, articulate value proposition (strategic ownership of the Continental Bicycle product), manage the opportunities through strong understanding of clients' organizational structures and the establishment of relationships throughout that structure to ultimately increase revenue and market share for Continental.
- Administer and direct proper support for existing accounts, monitor and ensure support processes e.g. account participation in marketing



Job ID

REF92577A

Field of work

Marketing and Sales

Location

Fort Mill

Leadership level

Leading Self

Job flexibility

Remote Job

Legal Entity

Continental Tire the Americas, LLC

and sales programs, credit management, return, and adjustment process. Identify growth opportunities and direct new business solicitation. Ensure that effective and continuous contacts are made, and that proper sales service support is provided. Participates in or presents sales programs.

- Coordinate, monitor and manage inventory and production planning to meet the forecast and unit objectives per key account. Work internal support groups to maximize inventory turns and customer fill rates for the division to ensure that the division reaches profit objectives. Control expenses; take an active role in developing monthly and yearly Sales Forecasts
- Recommend innovative changes to ensure retention of current business and additional new business growth. Monitor and analyze business on a continuous basis and implement any corrective action. Active participation with Senior division management in discussions on future business practices. Assures new or modified selling plans are consistent with present sales policies & sales services capabilities.
- Provide Market Intelligence by obtaining competitive information. Analyze, define, and improve price positioning, and provide general market insight.
- Works with Marketing & Management to develop effective product/service and merchandising support. This includes product packages, promotions, pricing, billing etc. Assist in marketing efforts to targeted bicycle retailers in targeted segments: Mountain, Road, Gravel, and Urban. Liaison with Marketing Department on development of sales materials, top of mind communications, press releases, industry trade show logistics, and disseminating segment specific information to the market.

Your profile

BASIC QUALIFICATIONS:

- Bachelor's degree and 3+ years of related professional experience
OR 6+ years of related professional experience if no Bachelor's Degree
- 2+ years Bicycle Industry experience
- Fluent in English and Spanish language
- Ability to travel up to 50%, both domestically and internationally
- Ability to lift up to 50lbs for bicycle event setup
- Functional knowledge - Possesses knowledge of the principles, practices, and standard methodologies of operations and sales.
- Capable of handling a diverse workload, thinking globally and acting locally, able to build and leverage a support network across the organization.
- Proficiency with Microsoft Office Suite

- Strong ability to use strong written and oral communications to present ideas/explain material to a variety 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.

PREFERRED QUALIFICATIONS:

- 5+ years Bicycle industry experience
- 5+ years related professional experience
- Expert-level Proficiency in Microsoft Excel
- Experience with data visualization tools
- Portuguese language skills

Our offer

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!

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.

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

About us

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.