

# Sales Controlling Analyst

## Descrição da função

### THE POSITION

### SG 9/10

The Sales Controlling Analyst is primarily responsible for Sales controlling for the Race Tires segment worldwide. The responsibility includes but not limited to driving the forecast and detailed analysis on volume, price and mix variances in sales and Contribution Margin (CMC).

- Coordinate and manage the Sales and volume monthly forecasting processes and actual reporting for the worldwide race tire segment.
- Sales variance analysis - Volume, Price & Mix impact, and pricing analysis for the worldwide race tire segment.
- Business partner and consultant for the Sales Channel Managers.
- Local Credit management and Accounts Receivable reporting.
- Point fund and Factory support management including reporting, analysis, and system maintenance.
- Cost center planning and analysis for all the sales cost centers.
- Provide meaningful and valuable ad hoc reports and analysis to the management team as needed.
- Manage and act as a Local Key User (LKU) for the sales systems (like Markis, Cosimo, Kompas, etc.,)
- Support accounting team and month-end process and act as a backup as needed.



Identificação da vaga

**REF92711L**

Área funcional

**Finance and Controlling**

Local

**Lakeville**

Nível de liderança

**Leading Self**

Modalidade de trabalho

**Hybrid Job**

Pessoa jurídica

**Hoosier Racing Tire Corp.**

## Requisitos

### WHAT YOU BRING TO THE ROLE:

- Bachelor's Degree in Finance, Accounting, or related field
- High level of proficiency of MS Office tools (power pivots, excel, ppt, etc.)
- Strong analytical skills
- Effective written and verbal communication & presentation skills
- Continental is able to offer relocation expenses for this opportunity
- 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

- 2+ years related professional experience
- Advanced Degree/Education (CPA/CMA/MBA/MS Finance)
- Experience in FP&A or Business Controlling
- Exposure to IFRS Accounting and Financial Reporting
- SAP experience
- Experience in Power BI or other data visualization tools

## O que oferecemos

### THE PERKS

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

## Quem somos

### Company Description

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.

Hoosier Racing Tire, the largest race tire manufacturer in the world, has continually promoted passion, pride, and success in the racing industry since 1957. Based in Plymouth, Ind. their state-of-the-art facility, including a fully integrated technology and R&D center, is solely dedicated to engineering, designing, supporting, and manufacturing the over 1,000 different types of racing and high-performance tires currently produced. Instilled with the heritage of champions, Hoosier utilizes a model sales and distribution network to deliver winning results globally. Hoosier Racing Tire is a 100% subsidiary of Continental AG.

Our Lakeville, IN location is seeking a Social Media Specialist to join our team. This position is ideal for a highly motivated, detail-oriented individual with excellent communication skills. The role follows a hybrid work model, with the option to work remotely up to 8 days per month.

Are you ready to shape the future with us?