Sales Manager -- Outdoor Living/Pool Applications

Ihre Aufgaben

The Sales Manager Exterior Living is accountable for aggressively driving and executing the segment's sales strategy in the assigned region, with full responsibility for delivering ambitious growth targets in sales, margin, and market share for the **LivTec** product portfolio for **Pool applications**.
This role is expected to consistently outperform budgeted results, proactively identify new business opportunities, and ensure the segment's financial and strategic objectives are met or exceeded.

HOW YOU WILL MAKE AN IMPACT

- Define, implement, and relentlessly pursue a high-impact sales plan for markets, products, and industries within the region.
- Set and achieve challenging margin and growth targets, driving commercial excellence and market penetration.
- Lead by example in customer acquisition, retention, and satisfaction, building robust relationships with key accounts and stakeholders.
- Analyze sales performance, market trends, and competitive dynamics to anticipate risks and seize opportunities.
- Develop and execute forward-thinking tactical and strategic plans aligned with segment growth objectives.
- Identify and capitalize on emerging market trends, disruptive technologies, and new product opportunities.
- Present actionable business strategies and results to executive leadership, ensuring alignment and buy-in.
- Uphold the highest standards of quality, technical compliance, and customer care.
- Represent the segment externally, strengthening relationships with customers, authorities, and industry partners.

- Other duties as required

Ihr Profil

WHAT YOU BRING TO THE ROLE

- Bachelor's Degree in a related field
- 5 years+ of sales management experience in a relevant industry,
- Demonstrated track record of exceeding ambitious sales and margin targets
- Expert-level sales, negotiation, and presentation skills
- Advanced financial acumen and business management expertise
- Deep market knowledge, including customer and competitor trends
- Proven ability to drive commercial excellence and strategic transformation

ADDITIONAL WAYS TO STAND OUT

- Experience an exterior lamination -- Pool Applications/industry

Job ID
REF92734R

Arbeitsbereich
Marketing & Vertrieb

Standort
Tampa

Leadership Level
Leading Self

Job Flexibilität
Hybrid Job

Rechtliche Einheit
O'Sullivan Films, Inc.

Pool Liner

Unser Angebot

THE PERKS

- Competitive Pay
- Immediate Benefits
- Paid Time Off
- Employee Discounts, including tire discounts
- Competitive Bonus Program
- Employer 401(k) Match
- On-Site Gym
- And 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.

Über uns

THE COMPANY

Continental is a leading tire manufacturer and industry specialist that develops and produces sustainable, safe and convenient solutions for automotive manufacturers as well as industrial and end customers worldwide. 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.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 39,000 employees in more than 40 countries and sales of some 6.4 billion euros (2024), the global industrial partner is active with core branches in Asia, Europe and North and South America.

Are you ready to shape the future with us?