

Canada Key Account Manager - Commercial Specialty Tire - Bilingual

Your tasks

HOW YOU WILL MAKE AN IMPACT

SG 11

Candidate must be located in Canada close to a major airport

Cultivates and maintains favorable contact with key and major accounts of the organization. Calls on potential new key accounts. Sustains a record of high sales achievement. Speaks directly with new and existing customers or clients to explain features and merits of products or services offered. Demonstrates product or services and assists in the best application of products or services. This level is distinguished from lower-level Sales Representative positions by the size and nature of the accounts. Answers all questions concerning a product or service, with appropriate coordination of sales negotiations where required. Closes transactions and takes orders. Investigates product/service warranty claims to ensure resolution within organization policies. Calculates and quotes prices. Analyzes and interprets records of present and past sales, trends and costs, estimated and realized revenue, administrative commitments, and obligations incurred for management. Submits time and expense reports to management. May coordinate company technical engineering support and services to ascertain customers' needs. May specialize in a specific product or service.

Create, implement and achieve consistent plan for profitable growth by: increasing market share, improving price positioning, improving product mix, managing customer portfolio and managing expenses along specific profitability targets based on an excellent understanding of the market place in close cooperation with other company Business Areas. Continuous development of channel personnel.

- Develop & manage implementation of strategic sales, marketing and operational initiatives to support identified projects. Work closely with senior management to formulate the vision and strategy for the business unit.
- 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, acquisition targeting and due diligence.
- Act as Business Consultant externally with clients business opportunities, conduct profitability analysis, articulate value proposition (strategic ownership of Earthmoving and Port Products), manage the opportunity through strong understanding of clients' organizational structures and the establishment of relationships



Job ID

REF93789N

Field of work

Key Account Management

Location

Vancouver

Leadership level

Leading Self

Job flexibility

Remote Job

Legal Entity

Continental Tire Canada, Inc.

throughout that structure to ultimately increase revenue and market share for Continental.

- Administer and direct field by ensuring proper support for existing accounts, monitor and ensure support processes e.g. account participation in marketing and sales programs, credit management, return, and adjustment process. Identify growth opportunities and direct new business solicitation. Insures that effective and continuous contacts are made and that proper sales services support is provided. Coordinates sales personnel in developing sales presentations for key accounts. 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.
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- Provide Market Intelligence by obtaining competitive information. Analyze, define, and improve price positioning, and provide general market insight. Manage all pricing activity for Fleet Sales Channel to include pricing authority and responsibility, key administrative and sales forms, including Billing Record Request package, National Account Customer Program Letter, and Exhibit A Pricing. Updating for annual changes, and new product introductions and article number changes. Service Price Book administration · Works with Marketing & Management to develop effective product/service and merchandising support. This includes product packages, promotions, brand or private labels, pricing, billing etc. Assist in marketing efforts to targeted transportation segments, mines, ports, construction.
- Coordinate internal programs designed to assist in driving sales at Cross Regional fleet accounts, including new account welcome package, disseminating information to terminals, compiling sales call reports, and tracking sales and margins.

This is an open and existing position. The use of AI is not used in the selection process. The starting salary for this opportunity typically ranges from \$90,000-110,000 depending upon experience level

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor's degree and 3+ years of related experience OR 6+ years of

related experience if no Bachelor's degree

- Fluent in English and French
- Tire industry experience
- Ability to travel extensively within Canada
- Ability to handle tires on occasion
- Must live close to a major airport
- Strong sales experience and business acumen
- Solid Interpersonal/Communication skills
- Analytical skills and strong presentation skills
- Financial knowledge
- Valid Drivers License
- Legal Authorization to work in Canada is required. We will not sponsor individuals for employment visas now or in the future for this job opening

ADDITIONAL WAYS TO STAND OUT

- Off-Road Tire industry experience

Our offer

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.