

Global Key Account Manager (m/f/d) Port Operations Tires - REF94355Z

Descrição da função

We are looking for a **Global Key Account Manager (KAM) Port Operations** (m/f/diverse), a pivotal role at the heart of our global Commercial Specialty Tires (CST) Port business.

This position is designed for a strategic commercial professional who enjoys navigating complexity, engaging with senior-level customers, and transforming long-term agreements into profitable, sustainable growth.

If you want to influence global business direction, manage cross regional execution, and strengthen high impact customer partnerships in one of our most dynamic segments this is the role.

Job Mission - As Global KAM Port Operations, you will:

- Lead global frame agreements with major port operators and ensure consistent execution across all countries and locations.
- Translate the Port Tires strategy into regional action plans that drive profitable growth and margin delivery.
- Conduct complex global legal, pricing, and contract negotiations while maintaining strong senior customer relationships through regular international travel.
- Monitor market and competitor trends and feed customer insights into product, service, and digital solution development.
- Drive effective cross functional and cross regional collaboration to advance high impact initiatives.
- Operate at the intersection of global strategy and local execution, influencing a strategic CST segment and working with globally impactful customers.

Requisitos

- Experience in global sales, business development, or KAM roles in international environments.
- Understanding of Port and Material Handling segments, including BF product categories A/B/C/D.
- Proven success in winning business in complex, multi stakeholder environments and managing global contracts, pricing, and legal frameworks.
- Strong analytical capabilities with advanced skills in Excel, Power BI, and SAP
- Fluent in English and willing to travel internationally up to 50 percent to support and strengthen global customer relationships.
- Ability to navigate matrix organizations, influence senior stakeholders, and drive alignment across markets.
- High customer ownership, strong results orientation, and ability to mobilize regions around key priorities.



Identificação da vaga
REF94355Z

Área funcional
Key Account Management

Local
Berlin

Nível de liderança
Leading Self

Modalidade de trabalho
Remote Job

Contato
Torben Schilke

Pessoa jurídica
Continental Reifen Deutschland GmbH

- Comfortable working across cultures, time zones, and organizational maturity levels.

Applications from severely handicapped people are welcome.

O que oferecemos

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals
- and much more...

Sounds interesting for you? [Click here to find out more](#)

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.

#Jobdrehscheibe

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

Quem somos

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.