

Territory Sales Representative- Conveyor Systems -- Nevada and Utah

Descrição da função

As the sales representative for USA/Canada/Mexico region, you are responsible to achieve sales & margin targets for the assigned customer/area/market. Coordinate all key activities at the customer - selling, prospecting, product presentations, etc. in alignment with Sales Manager and Total Conveyance strategies.

Drive customer centricity through identification of key decision makers at all levels of the customer and developing strategies to understand and respond to their requirements. Promote Total Conveyance by developing and implementing strategies for all products, services and technologies. Implement selling processes as defined by management. Support team approach within and outside the Total Conveyance organization. Support projects and other tasks as required by management.

HOW YOU WILL MAKE AN IMPACT

- Direct sales resources to capture opportunities across all Total Conveyance offerings
- Analyze and report on market trends, customer needs, and competitor activities to help refine strategic direction
- Achieve budgeted sales, margin, and growth goals for all products
- Achieve share of customer and share of market targets by product
- Achieve other targets and KPIs as assigned
- Responsible for sales execution to achieve and meet growth, margin, and strategic targets
- Identify and engage key decision-makers at mine and corporate levels including supporting functions (i.e. production, engineering, maintenance, reliability engineering, planning, etc.)
- Cultivate relationships with decision-makers including supporters and detractors
- Execute sales process (i.e. funnel, SF.com, communication, customer planning, etc.) as assigned by management
- Execute selling process by providing feedback and ideas to continuously improve for success
- Execute selling process through leading by example model
- Achieve sales targets as assigned by product within the Total Conveyance portfolio
- Provide customer, market and competitive feedback to appropriate teams within Total Conveyance (service, sales experts, digital, application engineering, etc)
- Achieve target level of product knowledge to achieve sales goals
- Provide constructive feedback to improve overall teamwork and business objectives
- Be a formal and informal leader to promote Total Conveyance and strategic objectives



Identificação da vaga
REF94444R

Área funcional
Marketing and Sales

Local
Salt Lake City

Nível de liderança
Leading Self

Modalidade de trabalho
Remote Job

Pessoa jurídica
ContiTech USA, Inc.

Requisitos

- Bachelor's degree in Business Administration or related field
- 2+ years sales experience in the Mining industry or 4 years of sales experience in the Mining industry in lieu of a Bachelor's degree
- Proven track record of executing across the sales cycle to identify, hunt, and close new customers and new businesses.
- Advanced negotiation skills and presentation skills (structure, rhetoric, media application, etc.).
- Strong computer proficiency, including Microsoft Office and Salesforce.
- Deep understanding of the market, products, and customer dynamics.
- Managing sales, margin, cost, and working capital; developing and interpreting business cases.
- Strong team-oriented mindset
- Exceptional communicator with strong negotiation and interpersonal skills
- Results-oriented mindset with a focus on delivering exceptional customer value and driving business success.
- Professional level English language skills: spoken and written.
- 50% travel with overnight stays

Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas, now or in the future, for this job opening.

No relocation is provided for this role

PREFERRED QUALIFICATIONS

- International or cross-functional experience preferred but not required.
- A bachelor's degree with 5 years of sales experience in the mining industry is preferred.

O que ofrecemos

THE PERKS

- Immediate Benefits
- Paid Time Off
- Tuition Assistance & Employee Discounts
- Employer 401(k) Match
- Competitive Bonus Programs
- 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.

Quem somos

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.

This sales position will be based in Nevada or Utah.