Territory Sales Manager - LA, MS, AR

Vaše náplň práce

HOW YOU WILL MAKE AN IMPACT

The Industrial Products Territory Sales Manager position is a key role within Continental ContiTech. This role is responsible for developing new business and increasing share of market position in a specified geographical territory, utilizing Continental's Authorized Distributor Network in the industrial sector. This will be done using existing relationships, prospecting new opportunities, while educating/training local distributors/end-users on Continental's value added line of products and services. T**his role is responsible for the Louisiana, Mississippi, and Arkansas territory.**

Principle duties & responsibilities include the following areas:

- Identify and cultivate new business partnerships with existing and new customers (distributors and end-users) that sell into the industrial sector to achieve Annual Operating Plan (annual growth objectives on both revenue and profitability).
- Promote and sell engineered products, programs & services to end users through Continental's Authorized Distributor Network.
- Train distributors and end-users on new products and product applications.
- Develop and implement a plan to regularly meet with customers to service existing accounts, as well as canvassing and securing new Distributor and end user business.
- Participate in industry trade shows to promote products and services.
- Regular use of business and information technology tools are required to manage territory activities.
- Maintain a working knowledge of current industry standards.
- Requirements include inspecting conveyor systems, inspecting plant equipment and working in a manufacturing environment in order to survey equipment and offer value added solutions, so working in close quarters and heights is required.
- Utilize the use of Salesforce.com, Business Funnel, Territory Share Management and any other data tools shared and developed to help drive financial performance/achieve Annual Operating Plan.
- 50% travel with overnight stays.
- The territory responsibility of Louisiana, Mississippi, and Arkansas

Váš profil

WHAT YOU BRING TO THE ROLE

- Bachelor's degree in Business Administration or related field
- 2 years of relevant sales experience or 4 years of sales experience in lieu bachelor's degree.
- Competent in computer programs, including Microsoft PowerPoint, Word, and Excel.

ID pracovní pozice
REF94466P

Obor
Marketing a Obchod

Lokalita
Little Rock

Úroveň vedení lidí
Vedení sebe

Flexibilita práce
Remote

Právnická osoba
ContiTech North America, Inc.

- Experience working in an industrial setting.
- Experience with conducting presentations and customer meetings.
- Experience in training customers and end users.
- Ability to use/learn CRM systems.
- Must have a valid driver's license.
- The desired candidate is required to reside within the territory.
- Must be able to travel, with overnight stays, at least 50% of the time.

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 posting.

Continental is not able to pay relocation expenses for this opportunity.

Co nabízíme

THE PERKS

- Immediate Benefits
- Company vehicle
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts.
- Competitive Bonus Programs
- Employee 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- 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 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.

O nás

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.