

# OEM Sales Manager - Industrial Solutions / Off-Highway -- Mid/North East Region

## Descrição da função

In this role as an OEM Sales Manager for the Industrial Solutions and Off Highway Verticals under CES Americas, you will be responsible for managing all ongoing business requirements for existing customers across the full product portfolio, while simultaneously driving new growth opportunities with both existing and new customers.

The sales region will primarily cover **Northeast Region: Indiana, Ohio, Michigan, Pennsylvania, New York, New Jersey and Connecticut.**

## HOW YOU WILL MAKE AN IMPACT

- Responsible for customer interface, leading all customer related activities, requirements, and communications
- Accountable for achieving sales and margin targets with the primary goal of year over year profitable sales growth through lead generation and new customer acquisition
- Established new business and strategic development of new business with targeted customers and industries
- Acts as a critical internal and external liaison, representing the needs of existing and future customers while maintaining a strong focus on revenue generation, market expansion, and effective cross functional coordination
- Building and maintaining trusted, long term relationships with current and future customers by understanding their short and long term requirements and consistently providing value within our products and services to our OEM customers

## Requisitos

### WHAT YOU BRING TO THE ROLE

- Bachelor's Degree in business, engineering, sales management, or related field
- 2+ years of OEM sales experience within the manufacturing industry or 4 years of OEM sales experience within the manufacturing industry in lieu of Bachelors degree
- Excellent problem solving and analytical skills.
- Strong verbal and written communication skills with the ability to engage effectively at multiple organizational levels.
- Proficiency in Microsoft Office, specifically Excel and PowerPoint, is required.
- Strong negotiation, selling, and closing skills.
- Ability to travel 50% or more throughout the United States, including overnight travel.
- Highly motivated, competitive, and a self starter, capable of working independently in a fast paced and rapidly changing environment.



Identificação da vaga  
**REF94581A**

Área funcional  
**Marketing and Sales**

Local  
**Fairlawn**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Remote Job**

Pessoa jurídica  
**ContiTech USA, Inc.**

- Familiarity with Sales Processes and CRM, specifically Salesforce

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.

No relocation provide for this role.

#### ADDITIONAL WAYS TO STAND OUT

- Strong industry and market knowledge.
- Technical proficiency with industrial and hydraulic hose and power transmission products
- Strong hydraulic sales background.

### O que oferecemos

#### 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

#### 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](mailto: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.