

Dealer Account Manager - Florida - Truck Tire CRS Channel

Your tasks

HOW YOU WILL MAKE AN IMPACT

SG10/11

This position will reside within the state of Florida, ideally in the Orlando or Tampa area.

Position Summary:

Create, implement and manage profitable growth within the Continental Retread Solutions (CRS) dealer channel, focusing on new tire and retread sales. This growth will be balanced with (1) supporting Continental's channel strategic goals and direction and (2) preventing erosion of existing business through other direct Continental dealers.

Communicate area sales management strategies through regional channel (TSM/DM), Key Account Management (KAM) personnel and cross functional areas. Individually manage account strategy to support the overall Continental Tires the Americas (CTA) business units' profitability targets. Coach regional Territory Sales Managers (TSM) to interface with dealer and fleet accounts in their territories and ensure the individual customer strategies are adhered to and supported on a regional level.

Functions:

- Manage CRS dealer account(s), increasing Continental's share of account by managing as a mini business to ensure profitable growth, through increased sales volume, improving price positioning, product mix, and managing both fixed and variable expenses.
- Ensure that CRS dealer strategies and objectives are supported at business unit levels by both Continental personnel and selected customers.
- Local sales prospecting in your defined area of responsibility through coordination with TSMs and KAMs
- Communicate and protect Continental's strategic growth goals. Articulate the parameters the CRS dealer will stay within, so as not to weaken, Continental's strategic vision.
- Coordinate with existing Continental field sales team, the CRS dealer's plan and targets as to most effectively grow dealer's business while protecting Continental's regional strategic goals.
- Act as a liaison between the CRS dealer and the fleet business to ensure that service levels and needs are being met and product is available for our fleet customer.
- Individually act as business adviser with your customers to add value to their organization, through a win/win relationship, ultimately increasing the revenue and profitability of the CTA organization.
- Individually manage agreed operational KPI's e.g. volume growth, fleet growth, Trukfix success rate, FC, stock levels, fill rates, expenses, etc., for your dealers to support the CTA strategies.



Job ID
REF95770Q

Field of work
Marketing and Sales

Location
Orlando

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental Tire the Americas, LLC

- Collectively support the marketing department by obtaining competitive information to support the development of strategic initiatives as well as event planning, promotions etc.
- Provide feedback to CRS dealers by coordinating regular training, business reviews and fleet forums
- Collectively manage the accounts pricing strategy and individually implement this strategy to your account's locations.

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor's Degree and 1+ years of related sales or marketing experience OR High School Diploma (or Equivalent) and 3+ years of related sales or marketing experience if no Bachelor's Degree
- Ability to travel as needed throughout the assigned territory, including overnight travel (up to approximately 75%)
- Continental is able to offer relocation assistance for this opportunity.
- Legal authorization to work in the U.S. is required. Continental is able to offer visa support for internal individuals who currently hold an existing valid employment visa.

ADDITIONAL WAYS TO STAND OUT

- Bachelor's Degree and 3+ years of related sales or marketing experience OR High School Diploma (or Equivalent) and 6+ years of related sales or marketing experience if no Bachelor's Degree
- 2+ years of commercial truck tire experience on either the dealer or the manufacturer side.
- 2+ years of truck tire sales experience.
- Ability to comply with physical demands such as lifting, walking, sitting, squatting, bending and climbing around commercial vehicles.
- Ability to lift up to 75 pounds occasionally, including rolling, moving, or stacking.

Our offer

THE PERKS

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

About us

THE COMPANY

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €19.7 billion in 2025 and currently employs around 78,000 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 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division employs more than 56,000 people worldwide and has 19 production and 16 development sites.