

TTSS - Technical Tire Sales Specialist - Specialty Tires

Descrição da função

Responsible for Special Tires sales, with the objective of increasing market share and ensuring profitable growth, by supporting dealers and fleet customers (direct sales) within a designated region.

- Monthly monitoring of results (Sales Statistics - Micro-region vs. Customer)
- Implementation of corrective actions and/or improvements for customers facing issues (sales volume, quality, financial results, POS organization, etc.) through regular customer visits
- Analysis of account openings/closures; technical product analysis at dealerships and fleets
- Register all claimed tires in ContiFar (Internal Warranty System) - performance tracking of the current portfolio using the internal ContiTrac2 tool
- Ensure complete documentation for accounting opening
- Maintain contact with end customers in specific situations (delays, need for additional documentation, etc.)
- Monitor tire deliveries
- Request and track training for distributors and fleets
- Develop the technical capabilities of dealer sales teams
- Monitor distributor orders to achieve targets
- Analyze each customer's needs to improve quality and purchase volume
- Monitor market prices to achieve better positioning and ensure a balance between sales volume and selling prices
- Track request processing, monitor volumes, and monthly results
- Prepare commercial proposals
- Continuously monitor customers during visits and through market intelligence gathered

Requisitos

- Tires knowledge
- Special Tires sales experience
- Computer system knowledge (SAP, Office)
- Graduation Completed
- Sales Ability
- English (desirable)
- Experience in sales or similar professional field
- Result driven position or proof of success
- Self leading ability and proof of previous success

O que oferecemos

Area: Brazil

Availability to travel



Identificação da vaga
REF96131D

Área funcional
Marketing and Sales

Local
Jundiaí

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental do Brasil Produtos Automotivos Ltda.

Pronto para dirigir com a Continental? Dê o primeiro passo e preencha o formulário online.

Quem somos

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.