

Distribution Sales Manager

Tus actividades

Responsibilities:

- Establish and maintain strategic relationships with key clients to ensure market retention and competitive advantage
- Address client concerns and complaints promptly to preserve trust and satisfaction
- Generate new sales opportunities and cultivate long-term client partnerships through consultative needs assessment
- Develop and execute comprehensive business plans with clearly defined objectives, strategies, and timelines in compliance with company policies
- Identify market opportunities and recommend strategic commercial initiatives, including pricing strategies, promotional campaigns, and point-of-sale activities
- Provide comprehensive support to distributors in assigned territories
- Manage operational resources and budget allocations, identifying cost-saving opportunities and submitting timely expense reports
- Recruit, develop, and advance high-performing talent while implementing structured development plans and performance objectives
- Oversee team activities including point-of-sale development, strategy execution, and sales achievement
- Champion organizational change initiatives and foster collaboration across all levels
- Collaborate with logistics and operations teams to resolve operational and supply chain challenges
- Drive the complete sales process from planning through closure and manage portfolio recovery
- Apply financial acumen to business planning and key performance indicator (KPI) achievement
- Prepare executive presentations and comprehensive sales, revenue, and expense reports with realistic forecasts to management
- Conduct competitive and pricing analysis to inform market strategy and brand positioning
- Define and oversee marketing strategy implementation, including sell-in and sell-out strategies, and measure results
- Monitor emerging market trends, competitive landscape, and new product developments to identify growth opportunities
- Track sales performance against established goals and conduct customer prospecting to achieve national coverage within the distributor channel

Tu perfil

Qualifications:

- Bachelors Degree + Field specific Certification if needed (Dealers Background).



Job ID
REF96193Y

Área de trabajo
Marketing y Ventas

Ubicación
Santiago de Querétaro

Nivel de liderazgo
Liderando Gente

Flexibilidad laboral
Trabajo Híbrido

Unidad jurídica
Continental Tire de México, S. de R.L. de C.V.

- More than 5 years of: Knowledge customer specific requirements.
- Consultancy and general relationship management.
- Experience Leading Teams.
- Experience working in sales (Distribution channel).
- Tires industry desirable.
- 5 years experience leading project teams, direct leadership of people.
- English Level: Advanced.
- Strategic Mind.
- P&L accountability

Skills:

- Business Dynamics Knowledge
- Budget Management
- Business Plan Preparation
- Customer Centricity
- Functional Knowledge
- KPI Management
- English skills
- Market Knowledge
- Negotiation
- Presentation skills
- Product Knowledge
- Project Management
- Sales Process
- Strategic Accountability.
- Technical Product Knowledge.

Lo que ofrecemos

Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-AT1At

Ready to drive with Continental? Take the first step and fill in the online application.

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Acerca de nosotros

Continental desarrolla tecnologías y servicios vanguardistas para la movilidad sostenible e interconectada de personas y bienes. Fundada en 1871, la empresa de tecnología ofrece soluciones seguras, eficientes, inteligentes y asequibles para vehículos, máquinas, tráfico y transporte. En 2022, Continental generó ventas por 39 400 millones de euros y actualmente emplea a unas 200 000 personas en 57 países y mercados.

Con su cartera de productos de primera calidad en el segmento de llantas para automóviles, camiones, buses, vehículos de dos ruedas y especiales, el sector del grupo Llantas es sinónimo de soluciones

innovadoras en el ámbito de la tecnología de las llantas. La cartera se completa con productos y servicios inteligentes relacionados con las llantas y la promoción de la sostenibilidad. Para los concesionarios especializados y la administración de flotas, el grupo Llantas ofrece sistemas digitales de monitoreo y gestión de llantas, además de otros servicios, con el objetivo de mantener las flotas en movimiento y mejorar su eficiencia. Con sus llantas, Continental contribuye significativamente a una movilidad segura, eficiente y respetuosa con el medioambiente.