

Distribution Sales Manager

Responsabilități

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



Job ID
REF96193Y

ID poziție
Marketing & Vânzări

Domeniul de activitate
Santiago de Querétaro

Nivelul de Leadership
Leading People

Flexibilitatea programului de lucru
Hybrid Job

Persoană juridică
Continental Tires de México, S. de R.L. de C.V.

Cerințe

Qualifications:

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

- 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.

Oferta noastră

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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Despre noi

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.