

BestDrive National Sales Manager

Your tasks

HOW YOU WILL MAKE AN IMPACT -

The National Sales Manager (Product & Service) serves as the senior leader responsible for national sales strategy and execution for all product and service offerings across BestDrive. Reporting to the Managing Director of BestDrive, this role is accountable for driving revenue growth, sales effectiveness, product adoption, and service penetration across a multi-location retail organization.

This position provides strategic leadership, operational direction, and performance oversight for the national sales function and ensures alignment between product strategy, service offerings, marketing initiatives, and field execution. The National Sales Manager leads through a structured sales organization that includes direct leadership of a Marketing Specialist and Field Sales Support roles, with direct oversight of store sales representatives.

National Sales Strategy & Leadership -

Develops and executes the national sales strategy aligned with BestDrive's business objectives, establishes sales targets in partnership with leadership, defines growth priorities, and serves as the primary leader accountable for national sales performance and results.

Product & Service Commercial Ownership -

Leads commercialization of all product and service offerings, ensures clear value propositions, and partners with Operations, Pricing, and Purchasing to ensure offerings are profitable, executable, and consistently positioned across all locations.

Sales Organization Leadership & Performance Management -

Provides leadership and direction to Field Sales Support and indirect oversight of Store Sales Representatives by setting performance expectations, KPIs, and sales standards; monitors results and implements corrective actions to drive accountability and consistency.

Marketing & Sales Alignment -

Directly manages the Marketing Specialist to align campaigns, promotions, branding initiatives, and sales materials with national sales priorities, revenue goals, and field execution needs while strengthening coordination between marketing and sales teams.

Field Execution & Sales Enablement -

Ensures Store Sales Representatives are equipped with the training, tools, processes, and resources needed to execute effectively by



Job ID
REF96491T

Field of work
Marketing and Sales

Location
Charlotte

Leadership level
Leading Leaders

Job flexibility
Hybrid Job

Legal Entity
Continental Tire the Americas, LLC

partnering with Training and Operations to standardize sales playbooks, best practices, and capability development.

Cross-Functional Collaboration & Strategic Partnership -

Partners with Operations, Pricing, Finance, Training, and other stakeholders to support sales execution, provide operational and commercial insights, and contribute to enterprise initiatives impacting customers, products, or services.

Reporting, Forecasting & Executive Communication -

Owns national sales reporting, forecasting, and performance reviews; presents sales results, risks, trends, and opportunities to the Director of BestDrive and leadership team; and uses data and analytics to drive continuous improvement.

Your profile

WHAT YOU BRING TO THE ROLE -

Education Requirements:

Bachelor's degree in Business, Marketing, or related field (preferred).

Required Qualifications:

Strong understanding of commercial tire products, retread operations, and fleet services. Proven track record in developing and executing successful sales strategies. Excellent leadership, negotiation, and communication skills. Proficiency in Microsoft Office Suite and CRM systems.

5+ years of progressive experience in commercial tire sales or related industry; 7+ years preferred.

7-10+ years of progressive sales leadership experience

5+ years of experience managing multi-location or national sales teams.

Physical Requirements:

Ability to travel 40-60% nationwide.

Physical Demands:

Requires the ability to travel frequently to field locations, sit or stand for extended periods, use standard office and mobile technology, and occasionally lift or carry materials up to 25 pounds.

Mental & Cognitive Demands:

Requires sustained strategic focus, advanced analytical and decision-making capability, and the ability to manage complex priorities, performance pressures, and executive-level communication in a fast-

paced sales environment.

Work Environment:

Work is performed in a combination of corporate office, field, and travel settings with regular interaction with sales teams, customers, and cross-functional partners while adhering to company policies and safety standards.

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 opening.

Our offer

The Perks -

- ›Immediate Benefits
- ›Robust Total Rewards Package
- ›Paid Time Off
- ›Employee Discounts, including tire discounts
- ›Competitive Bonus Programs
- ›Employer 401k Match
- ›Diverse & Inclusive Work Environment
- ›Hybrid Work (if applicable)
- ›Employee Assistance Program
- ›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

BestDrive, a wholly owned subsidiary of Continental, is quickly becoming the top choice among commercial trucking fleets for our high-quality products and exceptional service. BestDrive Commercial Tire Centers specializes in providing fleet customers with innovative tire solutions including award winning Continental and General Tire brand products, innovative commercial solution products such as ContiPressureCheck, and a wide array of multi-brand truck tires to address all market segments. Since our founding in 2012, we presently have 25 locations throughout the United States and continue to rapidly expand our footprint throughout the country.