

Area Sales Manager

Descrição da função

We are looking for a **Area Sales Manager** to join our **ContiTech Team**, working on automotive products.

- Establishes, develops, and maintains business relationships with current customers and prospective customers in the assigned area to generate new business;
- Expedites the resolution of customer problems and complaints to the corresponding department;
- Coordinates sales effort with marketing, sales management, and technical service departments;
- Analyzes the area's potential and determines the value of existing and prospective customer's value to the organization;
- Creates and manages a customer value plan for existing customers highlighting profile, share and value opportunities in your area.

Requisitos

- Degree in mechanical engineering/business engineering/marketing;
- 3 years of experience in similar functions (preferred);
- Fluent Portuguese and English language skills (written and spoken mandatory); Spanish it will be a plus;
- Strong customer orientation, problem solving and analytical mind set;
- Proactive, willingness to bring topics forward and a good team player;
- Strong interpersonal and communication skills;
- Availability for travel (all the country).

O que oferecemos

- Your work with us will be fairly compensated: We recognize the value of your contribution and want to ensure you are appropriately rewarded (e.g. Performance Bonus and seniority Bonus)
- We offer flexible working hours with hybrid work models, giving you the opportunity to occasionally work from home – because we understand how important the balance between personal and professional life is.
- You will receive qualified support from our experienced professionals to enhance your technical knowledge and practical skills - you'll gain a solid overview of corporate finance and its interfaces within a multinational organization.
- Benefit from a wide range of discounts and special offers through our corporate benefits program - from fashion and leisure activities to tech products.
- As an employee, you'll also have access to Health & wellness (Life Assurance, Private Health Insurance, canteen, etc);
- Local employment contract;



Identificação da vaga
REF96612E

Área funcional
Marketing and Sales

Local
Lousado

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Pneus S.A.

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

Quem somos

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €39.7 billion in 2024 and currently employs around 95,000 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 2024, the Tires group sector generated sales of 13.9 billion euros. Continental's tire division employs more than 57,000 people worldwide and has 20 production and 16 development sites.