National Fleet Key Account Sales Manager

Náplň práce

THE ROLE

To be responsible for creating and implementing a strategy to successfully secure new contracts and partnerships with large nationally based fleet operators.

RESPONSIBILITIES / DUTIES INCLUDE:

- To identify, prioritise and win large national fleet business.
- To support sell-out primarily for Conti360 Network Partners (CNPs) focusing on premium products and whole lifecycle strategy (LODC).
- To negotiate at director level, policy agreements, service requirements and supply options with large national fleets.
- To support the C360 managed office in accordance with overall profitability and fleet sales objectives as directed.
- To maximise profitability generation in line with forecasts and company objectives.
- Ensure a percentage fitment of Conti tyres including original equipment and an agreed level of supply and service to fleets through ContiNetworkPartneres and other service providers according to agreed goals in line with Company Sales Policy.
- To implement strategies and generate sales from Continental business units relating to data analytics and integrated solutions.
- Plan and maintain effecient customer reviews and record in company CRM system.

ID pozície
REF97139V

Pracovná oblasť
Starostlivosť o zákazníkov

Miesto práce
Datchet

Úroveň vedenia ľudí
Leading Self

Flexibilita
Remote Job

Právnická osoba
Continental Tyre Group Ltd.

Profil kandidáta

SKILLS, BEHAVIOURS & EXPERIENCE:

- Well-presented and energetic individual, you will have a proven successful commercial sales track record or have worked in an associated sales / marketing field with associated qualifications.
- Understanding of cost management, financial planning and P&L reporting.
- You will be a team player, possessing excellent communication skills coupled with the ability to use your initiative to manage any given situation among a network of contacts.
- You will have a comprehensive understanding of the tyre / commercial vehicle industry, and business to business markets.
- The role requires a high level of data analysis that in turn is presented in support of whole life cost management.

- Customer focussed, you should be able to identify opportunities to enable both the company and customer to grow their relations and strengthen their market position.
- An intermediate to high level of Microsoft office packages is a minimum requirement.

Čo ponúkame

- The role will require UK wide travel and planning including overnight stays to support call plans.

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

O nás

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €19.7 billion in 2025 and currently employs around 78,000 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 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division employs more than 56,000 people worldwide and has 19 production and 16 development sites.