Territory Sales Manager - Boston, MA - Truck Tire US

Your tasks

HOW YOU WILL MAKE AN IMPACT

SG 10/11
Candidate must be located in the Boston, MA area

The Truck Tires business continues to grow and operates in a highly competitive market. Continental's main advantage is the advanced technology solutions that are associated with our business, which differentiates us from our competitors. Therefore, we need a successful Territory Sales Manager who drives sales for our new tires for the replacement market for commercial trucks and trailers. In this role, you would provide a consultative approach as expert and trusted business advisor in Continental products and services. Furthermore, you would integrate sales with promotion of new technologies and services, prospect new customers and maintain existing accounts in both dealers and fleets. We are proud to be a competitive and knowledgeable sales team who delivers the best solutions to our customers and thrive in an exciting and performance-driven culture!

There are about 85 Territory Sales Representatives who operate in the United States in many geographic territories. They report to District Managers, who then report to Region Managers. There are four regions in the US. The Territory Sales Managers mostly travel to customer locations, dealers and fleets, and mainly work from a home office environment. While most work is conducted independently, our team relies on key relationships with one another and our customers to be effective. The team has a unique bonus program, meant to incentivize volume sales as well as strategic targets.

- Retain and grow existing accounts and solicit new business by executing our sales strategy
- Build a strong and trusting relationship with our customers in territory during regular site visits and sales calls
- Develop and maintain sales activity at key regional fleets and dealers
- Motivate our customers by offering high performance products, technology solutions as well as your product expertise
- Own the launch process of our new products and services for successful integration into our product line
- Monitor progress and adjust strategy by conducting market analysis and article forecasting
- Resolve operational and administrative issues, respond internal and external inquiries, and prepare routine and special reports as required by management

The expected starting annual base salary range for this role is $75,690 - $105,000 per year, plus cost of labor adjustment for candidates in the Boston, MA area where applicable. This position is also eligible for a sales incentive bonus program and company vehicle.

Job ID
REF97853V

Field of work
Marketing and Sales

Location
Boston

Leadership level
Leading Self

Job flexibility
Remote Job

Working time
Full Time

Legal Entity
Continental Tire the Americas, LLC

Starting salaries can vary and are based upon candidate skills, experience, and qualifications, as well as market and business considerations.

Your profile

WHAT YOU BRING TO THE ROLE

- Bachelor’s degree and 1+ years of sales experience OR high school degree and 3+ years related sales experience
- 1+ years of experience, which may be in the tire, automotive, technology business, or another industry in which consultative sales skills or business operations are critical or 2+ years of Military employment
- Valid driver's license with responsible driving record
- Ability to travel heavily within the sales territory by vehicle
- Ability to comply physical demands, such as lifting, walking, sitting, squatting, and climbing around commercial vehicles
- Lifting up to 75 pounds occasionally, including rolling, moving, or stacking
- Legal authorization to work in the US is required. We will not sponsor individuals for employment visas now or in the future for this job opening

ADDITIONAL WAYS TO STAND OUT

- Bachelor’s degree and 3+ years of sales experience OR high school degree and 6+ years related sales experience
- Strong Microsoft Office skills, such as Excel and PowerPoint
- Must have a high degree of comfort with digital technology, including software devices and programs
- This position is eligible for a relocation package for internal employees only; however, the position is eligible for a sign on bonus for external candidates

Our offer

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Company vehicle
- Employee Discounts, including tire discounts
- Sales Incentive Bonus Program
- Employees 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Remote Work
- Employee Assistance Program

- Future Growth Opportunities, including personal and professional
- 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

THE COMPANY

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.