

General Sales Manager UK & Ireland - Fleet

Your tasks

Lead growth. Drive strategy. Shape the future of Fleet Sales Solutions.

We are looking for an exceptional commercial leader to take ownership of the profitability, growth and strategic direction of our **Conti360 Solutions Fleet Business** across the UK & Ireland.

This is a high-profile leadership role with full responsibility for delivering sales, revenue and profit targets while developing innovative fleet sales solutions that create value for customers and strengthen our market-leading position.

What You'll Do

- Lead the commercial performance and profitable growth of the Conti360 fleet sales business across all brands and channels.
- Develop and execute short, medium and long-term strategies to drive market share, revenue and return on investment.
- Manage national and regional fleet sales activities, including PAYG and PPK contracts.
- Lead the negotiation and renewal of key fleet agreements and strategic partnerships.
- Drive sales growth across truck tyres, fleet services and integrated fleet sales solutions.
- Ensure operational excellence and outstanding customer service to support our premium market position.
- Identify and develop new business opportunities through targeted sector growth initiatives.
- Monitor market trends and work closely with marketing teams to maintain a leading fleet proposition.
- Collaborate with EMEA and International Fleet teams to support regional and global fleet tenders.
- Lead, inspire and develop a high-performing sales team, creating a culture of performance, accountability and continuous improvement.

Your profile

What We're Looking For

- Degree qualified (or equivalent) with strong expertise in financial analysis, cost management, budgeting and forecasting.
- Proven success in a senior commercial vehicle fleet sales, automotive or tyre industry leadership role.
- Strong P&L management and strategic planning experience.
- Demonstrated ability to deliver profitable growth and negotiate high-value commercial agreements.
- Experience leading and developing high-performing teams.
- Excellent communication, influencing and stakeholder management skills.



Job ID
REF98069Q

Field of work
Key Account Management

Location
Datchet

Leadership level
Leading People

Job flexibility
Remote Job

Legal Entity
Continental Tyre Group Ltd.

- A strategic thinker with the ability to translate vision into action and results.
- Conversant with cost structures & financial drivers in budgeting & forecasting.
- Strong understanding of UK fleet market dynamics, regulatory compliance, commercial contract management and customer operating cost models.

Our offer

Why Join Us?

This is a unique opportunity to join one of the world's leading tyre and technology companies. Lead a critical business area, influence strategy at both UK and international level, and play a key role in delivering the next phase of growth for Conti360 Fleet Solutions.

Reward Package & Next Steps

We offer a competitive salary and benefits package including:

- Excellent Contributory Pension
- Private Health Care
- Annual Bonus
- Car allowance
- Plus many more.....

Ready to Make an Impact?

If you're a commercially driven leader with the ambition to make a significant impact, we'd love to hear from you.

Closing date for all applications: 28th August 2026

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

About us

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 year 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division employs more than 55,000 people worldwide and has 19 production and 16 development sites.