

Key Account Manager - Earthmover - CST

Your tasks

HOW YOU WILL MAKE AN IMPACT

SG 11

Candidate must be located in the US near a major airport

As a Key Account Manager for the Earthmover segment in the Americas, you'll drive strategic growth initiatives and market development for Continental's Earthmover product group. In this role, you'll foster partnerships, and identify opportunities to expand our presence in this highly technical and competitive market.

- Support the development and execution of the Earthmover Product Group strategy within the region.
- Assist in financial and operational performance for the Earthmover segment.
- Strengthen customer relationships and represent Continental Specialty Tire in technical, operational, and market forums.
- Support preparation and implementation of market concepts and product introductions.
- Provide leadership and direction to the regional sales team and ensure alignment with corporate objectives.
- Conduct regular reviews to assess performance and optimize market positioning.

Identify opportunities through customer needs-analysis and knowledge of competitor products

- Act as business advisor with your target accounts to sell the value proposition bringing value to their organization
- Collectively manage an effective pricing strategy and individually implement this strategy to your target accounts
- Manage monthly CRM call plan as required
- Assist in monthly Forecasting to support customer requirements
- Participate in sales meetings, product and training meetings and trade events

Your profile

WHAT YOU BRING TO THE ROLE



Job ID

REF98622Q

Field of work

Marketing and Sales

Location

Hammond

Leadership level

Leading Self

Job flexibility

Remote Job

Legal Entity

Continental Tire the Americas, LLC

- Bachelor's degree and 3+ years of related experience OR 6+ years of related experience if no Bachelor's degree
- Field Sales experience
- Valid Driver's License
- Ability to travel heavily, 50-75%
- 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:

- Tire, Automotive or Off the Road experience
- Fleet Industry Experience

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.