District Manager - Northwest - Truck Tire

Tus tareas

HOW YOU WILL MAKE AN IMPACT

SG12

Create, implement and achieve consistent plan for profitable growth in assigned areas by increasing market share, improving price positioning, improving product mix, managing customer portfolio, and managing expenses. Achieve specific profitability targets based on an excellent understanding of the marketplace in close cooperation with other company sales channels.
Continuous development of field sales team.

Direct district sales group (leading a team of 6-8) in achieving sales and profit targets. Ensure proactive solicitation of profitable business opportunities while providing proper support to existing accounts and identifying new growth opportunities. Address the strategic and tactical needs of the organization and implement the necessary changes. Identify specific customers where special emphasis needs to be applied to increase profitability.

Develop sales objectives for the sales territories within your district. Identify target regional fleet accounts in each sales territory and assist the territory sales managers in developing sales strategies to capture a share of the fleets new and retread tire requirements. Ensure that prompt and effective communication occurs within your district.

Manage people by directing and coaching. Establish succession planning. Attract, retain, and motivate field personnel to support the long-term stability and growth of the company and to promote effective participation of team in relation to corporate objectives. Conduct work visits with each territory sales representative in your district. Evaluate sales personnel in terms of their position description & conduct. Council territory sales representatives on steps for self-improvement.

Manage goal aligned KPI's within your mini business district. Work with your regional manager to forecast product inventory monthly to ensure availability. Control district expense budgets and ensure that all territory records are maintained in an accurate and current manner. Monitor and analyze business on a continuous basis and implement any corrective action.

Work closely with Sales Operations to implement pricing strategies and facilitating price and mix improvements within each customer account to ensure that each customer account meets the strategic profitability objectives. Maintain an on-going awareness of competitors' practices and assist in the development of pricing approaches to be competitive.

Direct territory personnel to ensure that the key account strategies are adhered to and supported on a territory level, clearly communicating

ID del puesto
REF98653T

Área de trabajo
Marketing y Ventas

Ubicación
San Francisco

Nivel de liderazgo
Liderando Gente

Flexibilidad del puesto
Remote Job

Horario de trabajo
Tiempo completo

Entidad legal
Continental Tire the Americas, LLC

individual responsibilities e.g. credit management, returns, adjustments, forecasts, visit agendas, business solicitation, fleet checks etc.

The expected starting annual base salary range for this role is $117,000 - $130,700 per year, plus cost of labor adjustment for candidates in the San Francisco, CA area where applicable. This position is also eligible for a sales incentive bonus program and company vehicle.

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

Tu perfil

WHAT YOU BRING TO THE ROLE

- Bachelors Degree and 5 years of related professional experience or 10 years+ of experience if no Bachelor's Degree
- Must be willing to live/relocate in the Northwest area
- Willing to travel up to 50%
- Valid Driver's License
- Continental is able to offer relocation assistance for candidates that are not already located in the region.
- Legal Authorization to work in the US is required. Continental is not able to offer visa sponsorship for this position now or in the future.

ADDITIONAL WAYS TO STAND OUT

- Bachelor's degree
- 7+ years of related professional work experience
- 2+ years of Tire Sales experience

Nuestra oferta

THE PERKS

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

Acerca de nosotros

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.