Field Sales Representative - Truck Tire, US

Descrição da função

Training will start in Summer of 2027, must be willing and able to relocate anywhere to an assigned US major metro city in 6 months

HOW YOU WILL MAKE AN IMPACT

The Field Sales Representative (FSR) is a Sales Development Program that includes approximately 6 months of training for entry level sales associates. During training you will travel throughout the country for training, job shadowing and project-based work. After the training is completed, you will be required to relocate to your assigned territory.

Furthermore, once you are relocated and promoted into your new territory you will 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!

- Assist with the development of strategic and new Continental Dealers to provide product education and teach how to sell Continental's value proposition.
- Work at identified dealer locations providing focused support and assistance on a local level to strategic Dealers/Distributors.
- Work closely with dealer sales personnel and technicians to improve product knowledge. Teach dealer sales personnel how to sell Continental's value proposition.
- Identify and target end user fleets to bring business to the local dealer or directly to Continental.
- FSR will work in concert with the Territory Sales Manager during the dealer assignment.
- FSR will also work with Key Account Managers and multiple Territory Sales Managers when interfacing with a key national account to coordinate cross territory efforts.
- Work directly with Dealers/Distributors to provide sales and product training, Assist with the development of local sales strategies, conduct and participate in end user calls, gain knowledge about end user needs, and provide technical support
- Provide information and feed back to management via CRM, market data collection, fleet equipment monitoring studies, Provide Dealer/Customer analysis report after each Dealer stay is complete through effective utilization of CRM
- Work with management in developing ongoing sales strategies and marketing ideas based on information gathered while in the field
- Assist with Implementation of Fleet Services Program

Requisitos

WHAT YOU BRING TO THE ROLE

Identificação da vaga
REF98785U

Área funcional
Marketing and Sales

Local
Fort Mill

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Horário de trabalho
Full Time

Pessoa jurídica
Continental Tire the Americas, LLC

- Bachelor's degree OR High School Diploma/equivalent education and 2+ years of professional or military experience
- Ability to relocate within 12 months anywhere in the US
- Valid driver's license with responsible driving record
- Ability to travel by air and or car
- 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 in Marketing or Sales
- Strong Microsoft Office skills, such as Excel and PowerPoint are advantageous
- Must have a high degree of comfort with digital technology, including software devices and programs

O que oferecemos

THE PERKS

- Sales Bonus
- Company Vehicle
- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts
- Competitive 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.

Quem somos

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 76,000 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 currently employs around 53,000 people worldwide and has 19 production and 16 development sites.