

Inside Sales Representative - Truck Tire

Responsabilități

HOW YOU WILL MAKE AN IMPACT

****Hours: 9am - 6pm, Monday - Friday**

This position supports sales for our Truck Tire group. You will be a primary contact for our customers in the field as well as our Sales Managers. You will process and manage customer orders via phone, e-mail, ContiLink/EDI, and VMI ordering systems from order creation to customer invoicing. This includes order entry, stock allocation, ContiLink / EDI management and delivery note creation.



Job ID
REF98906A

ID poziție
Marketing & Vânzări

Domeniul de activitate
Fort Mill

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Programul de lucru
Întreagă

Persoană juridică
Continental Tire the Americas, LLC

- Handle inbound customer calls. Must meet stated department phone objectives.
- Establish and maintain a working customer relationship with internal and external customers.
- Provide daily feedback to customer, sales and supervisors on order and inventory status, via reporting standards.
- Conduct customer visits when needed. Travel to customer location may be required.
- Maintain accurate records of sales activities, customer information, and pipeline management in CRM/ Sales Force.
- Ensure the best possible fill rate and timely shipments by reviewing inventory availability, offer alternative product and warehouses, and maintain various customer tables.
- Effectively and analytically manage allocation for inventory on the exclusion table.
- Collaborate with logistics, marketing, warehouses, traffic, credit, commercial division, sales, field sales reps, accounts and peers to ensure that process and procedures are being utilized to achieve an effective level of customer service.
- Research claims to correct billing and shipping errors. Responsible for identifying root causes and resolve overall problems so issues do not reoccur.
- Maintain knowledge in product and policy.
- Assist in other duties, as required.

Cerințe

WHAT YOU BRING TO THE ROLE

- Bachelor's Degree OR 2+ years related professional experience if no Bachelor's Degree
- Strong attention to detail and multitasking skills
- Microsoft Office knowledge/experience
- Sales Force knowledge
- 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

- 1+ year of experience related to inside sales or customer service
- Bilingual - English and French speaking
- SAP experience
- Continental is not able to pay relocation expenses for this opportunity

Oferta noastră

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!

All your information will be kept confidential according to EEO guidelines.

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.

Despre noi

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 and smarter. 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.

Are you ready to shape the future with us?