

Sales Development Manager

Descrição da função

THE ROLE

Deliver sales results and added value concepts to pre determined Regional Account customers. Using understanding of the tyre industry, market and strong relationships internally and externally, to position Continental brands among the leading brands within said customer base.

RESPONSIBILITIES / DUTIES INCLUDE:

- Deliver through pre-defined agreements, volume and profit targets by categorised regional customers using business profiling approach.
- To plan, prepare and prioritise customer visits in an efficient and effective manner.
- Analysing sales data to identify opportunities for sales growth.
- To maintain detailed customer profiles to allow for constant assessment of potential and movement of business to facilitate strategic planning.
- Create, prepare and deliver value added initiatives to customers based on their requirements
- To manage all monthly and quarterly sales objectives by customer/brand to ensure achievement, and negotiate appropriate changes to sustain growth and profitability versus plan.
- To use detailed knowledge of the customer and the market, appraise and negotiate increased shares of business by brand and product category as appropriate.
- Prepare and deliver measured presentations to your customers & colleagues.

Requisitos

SKILLS, BEHAVIOURS & EXPERIENCE

- The successful candidate must have a proven track record in sales and be a good negotiator.
- This role requires a creative, highly motivated, self-starter with excellent interpersonal skills and be an excellent communicator both verbal & written.
- The successful candidate must be able to demonstrate a good standard of education, particularly English language and numeracy.
- Excel, PowerPoint, Word & general computer skills at intermediate level are also required.
- Tyre or automotive industry background would be advantageous.

O que oferecemos

- This role is field based in the UK, the bulk of the patch will be covering



Identificação da vaga
REF99438P

Área funcional
Marketing and Sales

Local
Datchet

Nível de liderança
Leading Self

Modalidade de trabalho
Remote Job

Horário de trabalho
Full Time

Pessoa jurídica
Continental Tyre Group Ltd.

the M4 corridor area of the UK (candidates are expected to live on patch), and will report to the General Sales Manager.

- The role does include some nights away and you may be required to occasionally host at weekend events.
- Must have the right to work in the UK and hold a full UK driving licence

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

Quem somos

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.