IN_Area Sales Manager Dealer Accounts_Chennai 3

Your tasks

Responsible for driving sales growth, collections, BTL activities, market development, and all after-sales functions, including warranty and claim support, for the replacement market within the assigned territory. The role will focus on delivering profitable growth, strengthening dealer relationships, expanding market coverage, and increasing Market penetration by adding New Dealer network. The incumbent will work closely with Regional Managers and collaborate with internal and external stakeholders to ensure effective business execution, channel development, and achievement of organizational objectives.

Your profile

Academic degree (bachelor or higher)/MBA or any other equivalent.

Preferably 6-9 years of job experience in channel/retail management function.
Min. 2 to 3 years experience in Tire industry & PLT product is mandatory.

Our offer

Fluent in English, Local language Tamil is required.

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

About us

Continental India Pvt. Ltd.

Job ID
REF99589F

Location
Faridabad

Leadership level
Leading Self

Job flexibility
Hybrid Job

Working time
Full Time

Legal Entity
Continental India Private Limited