

Senior Account Manager - PLT OE

Descrição da função

HOW YOU WILL MAKE AN IMPACT

SG 12

The Senior Account Manager at Continental Tire has broad responsibility to manage business with his or her assigned Original Equipment Manufacturer (OEM) customers. Responsibilities range from identifying customer needs, developing businesses, managing the RFQ process, managing commercial affairs as well as interfacing and providing business leadership to tire development projects, supply chain and quality management. The Senior Account Manager is provided leadership by respective Global Key Account Managers (KAMs) and regional leadership. This position blends commercial and technical dimensions and provides a diverse set of experiences and responsibilities.

Business Development

- Gather and distribute information about new customer vehicles as business opportunities in the market
- Prepare business cases and quotations to OE customers in close coordination with Controlling, R&D, Global KAMs and regional Director KAMs
- Negotiate pricing and terms with all customers in the region to achieve Continental's business objectives under the direction of Global KAM or regional Director KAMs.
- Ensure correct payment for products supplied

Customer Relations

- Build and maintain relationships with key stakeholders at OE customers, at both operative and managerial levels including purchasing, R&D, quality and operations.
- Demonstrate high levels of business and technical literacy and use strategic influencing skills. Represent Continental in high-level meetings for both commercial and technical matters.
- In customer communications, be able to serve as an alternate to the Automotive Engineers or Directors of Key Account Management for the account.

Demand Management and Fulfillment

- Ensure customer delivery requirements are met by working with internal and external stakeholders to accurately forecast customer requirements and by supporting fulfillment activities
- Develop the annual budget, 5 year plan volumes, and the monthly forecasts and ensure the implementation.



Identificação da vaga
REF99955G

Área funcional
Key Account Management

Local
Auburn Hills

Nível de liderança
Leading People

Modalidade de trabalho
Hybrid Job

Horário de trabalho
Full Time

Pessoa jurídica
Continental Tire the Americas, LLC

Product Development

- Be involved in the product development process and provide business inputs and leadership to ensure we are on target for customer performance, timing, quality and internal cost targets
- Support the development of a technical strategy toward the customer to such as to achieve Continental's business objectives and strategies
- Ensure the performance and technological needs of customers are communicated and comprehended inside Continental in order to plan and invest in new products, technologies and plant equipment

Quality

- In concert with the AQM organization, ensure customer quality requirements are met by working with internal contacts to ensure focus on customer specific requirements and closure of complaint topics.

Strategy

- Support the Global KAM and regional Director KAMs in the development and implementation of long-term strategies for OE business in the region to ensure a sustainable strategic partnership and attainment of business objectives.
- Implement customer specific strategies (commercial, technical, product, quality/service) to be competitive in business acquisition and retention according to the goals of the region.

Requisitos

WHAT YOU BRING TO THE ROLE

- Bachelors' degree
- 7+ years of relevant work experience in areas such as OE Account Management, Automotive Engineering and / or Tire Development
- High level English language communication and interpersonal skills
- Experience working on OEM related projects in multidisciplinary and international contexts
- Proficient in Microsoft Excel, PowerPoint, etc.
- Travel required (up to 20% domestically or internationally)
- Continental is able to pay relocation expenses for this opportunity.

Preferred Qualifications

- 10+ years related professional experience
- Previous tire industry experience
- Experience working with Japanese OEM's

O que oferecemos

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance

- Company Vehicle
- 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 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.