

Sales Associate

Descrição da função

HOW YOU WILL MAKE AN IMPACT

We are seeking a dynamic and results-driven Territory Sales Manager to join our team. As a Territory Sales Manager, you will be responsible for driving sales growth, managing customer relationships, and expanding our market presence within your assigned territory.

- Develop and implement effective sales strategies to achieve and exceed revenue targets
- Manage and grow a portfolio of existing accounts while actively prospecting for new business opportunities
- Conduct in-depth market analysis to identify trends, opportunities, and competitive threats within the assigned territory
- Build and maintain strong relationships with key decision-makers and stakeholders
- Collaborate with cross-functional teams to ensure customer satisfaction and timely delivery of products/services
- Prepare and deliver compelling sales presentations and proposals to potential clients
- Accurately forecast sales pipeline and report on sales activities, opportunities, and results
- Participate in industry events, trade shows, and networking opportunities to promote the company's products/services
- Collaborate with internal and external sales team to execute our business strategy.

Requisitos

WHAT YOU BRING TO THE ROLE

- Bachelors degree or 10 years sales experience
- Able to develop and maintain strong, trusting and cooperative long-term relationships with our customers.
- Ability to execute sales strategies, techniques, and best practices
- Able to use customer relationship management (CRM) software
- Exceptional negotiation, presentation, and communication skills
- Demonstrated ability to manage time effectively and prioritize tasks
- Solid business acumen and analytical skills to interpret market trends and sales data
- Understanding of industry trends and competitive landscape
- Ability to work independently and as part of a team in a fast-paced environment
- Valid driver's license and willingness to travel.

OPEN TO VISA?



Identificação da vaga
REF3977A

Área funcional
Key Account Management

Local
Allentown

Nível de liderança
Leading Self

Modalidade de trabalho
Onsite Job

Pessoa jurídica
Continental Automotive Systems, Inc.

- Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas now or in the future for this job posting.

RELOCATION PACKAGE OFFERED?

- This role can work remotely

ADDITIONAL WAYS TO STAND OUT

- Sales experience in the automotive aftermarket

O que oferecemos

THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Employee Discounts
- Competitive Bonus Programs
- Employees 401k Match
- 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 / AA / Disabled / Protected Veteran Employer. AUMOVIO 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, AUMOVIO complies with government regulations, where they apply, including affirmative action responsibilities for qualified individuals with a disability and protected veterans. To be considered, you must apply for a specific position for which AUMOVIO 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, AUMOVIO provides reasonable accommodations to qualified individuals with a disability.

Ready to take your career to the next level? The future of mobility isn't just anyone's job. Make it yours! **Join AUMOVIO. Own What's Next.**

Quem somos

The Company

Since its spin-off in September 2025 AUMOVIO continues the business of the former Continental group sector Automotive as an independent company. The technology and electronics company offers a wide-

ranging portfolio that makes mobility safe, exciting, connected, and autonomous. This includes sensor solutions, displays, braking and comfort systems as well as comprehensive expertise in software, architecture platforms, and assistance systems for software-defined vehicles. In the fiscal year 2024 the business areas, which now belong to AUMOVIO, generated sales of 19.6 billion Euro. The company is headquartered in Frankfurt, Germany and has about 87.000 employees in more than 100 locations worldwide.