

Sales Account Manager (m/w/d)(Hankook Tire Europe GmbH)

Our Company

Hankook Tire manufactures globally innovative, award-winning radial tires of proven superior quality for passenger cars, light trucks, SUVs, RVs, trucks, and buses as well as motorsports (circuit racing/rallies). Hankook Tire's European Headquarters is located in Neu-Isenburg near Frankfurt am Main in Germany. The manufacturer operates further branches in Czech Republic, France, Germany, Hungary, Italy, the Netherlands, Poland, Russia, Spain, Sweden, Turkey, UK, and Ukraine. Hankook products are sold directly through regional distributors in other local markets. Hankook Tire employs approximately 20,000 people worldwide and sells its products in over 180 countries. Internationally leading car manufacturers rely on tires made by Hankook for their original equipment. Approximately 30 percent of the company's global sales are generated within the European and CIS-Region. Hankook Tire has been represented in the renowned Dow Jones Sustainability Index World (DJSI World) since 2016.

Hankook Tire Europe GmbH in Hannover OE office is searching for Sales Account Manager (m/f/d)

Your tasks:

- Acquire new clients and strategically grow existing OEM accounts.
- Understand customer needs and propose tailored solutions from our product portfolio, including market data, dashboards, and forecasts.
- Manage the full sales process, from initial contact to contract signing.
- Represent the company and our products during customer meetings (in person or virtual) while expanding your professional network.
- Act as the voice of the customer within the organization, providing valuable feedback to enhance our products and services.
- Be willing and able to travel as required for customer visits, meetings, and industry events.

Our requirements:

- Minimum of 5 years of experience as a Key Account Manager.
- Ideally, experience in the automotive industry, preferably in the tire sector, or a strong technical background.
- Proven expertise in contract management, including pricing negotiations and framework agreements.
- Excellent project management and organizational skills.
- Fluency in German and English; knowledge of Chinese is a plus.

We offer:

- An inspiring work environment that encourages innovation and new ideas
- 30 days of annual vacation
- Company car according to internal policy
- Training opportunities for continuous professional development
- Attractive discounts on Hankook products

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Additional information

Location	Hanover
Position type	Full-time employee
Start of work	Jan 1, 2026

Responsible

HR Recruiting