

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

Our Company

Hankook Tire manufactures innovative, high-performance tyres for passenger cars, SUVs, light trucks, RVs, trucks, buses and motorsports. With five R&D centres and eight production facilities worldwide, Hankook continuously invests in research and development to offer the highest level of quality and driving satisfaction.

The company employs around 20,000 people globally and sells products in over 160 countries. Hankook Tire has been the exclusive tyre supplier for the ABB FIA Formula E World Championship since 2023. Leading car manufacturers rely on Hankook tyres for original equipment. Around 42 percent* of global sales are generated in Europe. Hankook's European headquarters are located in Neu-Isenburg, Germany. At its European Technical Centre in Hanover, Germany and its manufacturing site in Rácalmás, Hungary, Hankook develops and produces bespoke tyre solutions for the European market.

Hankook Tire Europe GmbH in Hannover OE office is searching for Jr. 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.
- Support with Managing 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:

- Previous experience in a sales or customer service environment, or an internship in account management, is advantageous.
- 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
- 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