

Sales Director – Italy

Our client is an internationally oriented German producer of pumps, valves and instrumentation. The company offers innovative and reliable solutions for handling of aggressive and other liquids in the chemical and surface processing as well as recycling sectors. Hereby the products and systems are the result of extraordinary expertise in thermoplastics and chemicals.

To strengthen the sales and the growth strategy in Italy our client wishes to hire a competent and ambitious leader as Sales Director (Country Manager).

Location: remote working in the beginning, after a certain period the company is ready to rent an office

Job description:

- Responsibility for sales and performance in whole Italy
- Determination of the sales strategy for Italy in close cooperation with the Head of Sales in the Headquarters
- Operational sales activities such as acquisition of new clients and maintaining the distributor network in Italy
- Frequent travelling within Italy for consultations, meetings and presentations of the products and their functions to the dealers and customers
- Monitoring the market and competitors
- Participation in fairs related to water tech and chemical sectors
- General administrative and organizational tasks

Requirements:

- Several years of experience in sales (trade or industry) of technical equipment
- Engineering or business education
- Knowledge of the market, preferably related to pumps or other rotating equipment
- Sales personality with high initiative, creativity and strategic thinking
- Native Italian, very good English language skills
- The planned position is a long-term role with high responsibility, strategic significance and a high grade of independence and self-reliability.

If you believe you meet the criteria to apply for this role and want to be a part of an international company, please send us your detailed CV to application@remel-es.de