

Area Sales Manager

Our client is an owner-managed internationally oriented German manufacturer of hot runner systems and components in the injection moulding industry. More than 40 years the company has been an international leader of innovations in the plastic processing and a reliable partner for global players as well as small and medium-sized companies. To maintain and enhance the success on the Italian market, our client is looking for an Area Sales.

Location: Northeast Italy

Job description:

- Responsibility for sales and business development of the assigned area (Triveneto, Emilia-Romagna)
- Sales activities such as acquisition of new customers and maintaining relationship with existing accounts
- Manage negotiations with the customers, supplying appropriate technical solutions and good sales conditions for the company
- Participation of exhibitions and events, to promote the business and strengthen the company brand in Italy
- Report to Country Manager in Italy and ensure that the established sales targets will be achieved
- Consulting and service of hot runner systems
- Coordination of necessary activities (preparation of quotations or service calls) with the headquarters or service partners
- Monitoring the market and competitors

Requirements:

- Technical degree or business with technical background
- Sales personality with high enterprising, creative and strategic thinking
- Sales or service experience in injection moulding, mold making or mold design would be an advantage
- Independent and structured way of working
- Self-Management
- Strong analytical, communication and negotiation skills
- Good command in English (spoken and written), native language in Italian
- Willingness to travel in the assigned area

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to application@remel-es.de.