

International Sales Manager

We are developing and producing solutions for the metering and billing of water and heat.

With our products, we help to save 4.5 million tons of CO2 emissions every year. We want to become the greenest manufacturer of metering devices and systems and thus a key driver of the energy transition. To achieve this, we need visionary minds like you, who work with passion and courage to realize our goal.

Sales Manager International - Italy

Region: North Italy

We want you to feel comfortable and offer

- Permanent position and attractive remuneration as well as social benefits
- Vacation entitlement 30 days plus various special vacation days
- Extensive induction, pleasant working atmosphere and a friendly team
- Interesting and challenging activities and flat hierarchies

Your tasks:

- As a Sales Manager on the Italian market, you will be responsible for sales objectives and sales results on the defined area or segment
- Continuous support of existing customers and independent acquisition of new customers in the sales area
- Permanent analysis of customer requirements, observation of the market environment as well as national legislation and participation in the adaptation of existing business models and sales strategy
- Development of customer development plans for the accounts and forecasting in the customer base
- Clarification of technical and commercial tasks on customer side
- Preparation and introduction of new product launches, as well as marketing activities
- Independent organization of own sales activities in coordination with the Italian Country Manager

Our Requirements:

- flexible “doer” who has a winning, cooperative and communicative personality with plenty of organizational talent, persistence and endurance, and who enjoys working actively in the field
- able to develop strong sales strategies, and to implement them successfully in his/her area and/or segment
- successful in the areas of sales, communications, planning, organization, negotiations and large-customer management
- a sales professional, with natural sales talent and a good understanding of the business circumstances
- be performance-oriented, a good negotiator, and able to convince others as well as thinking and acting in a customer-oriented way

Are you interested?

Then please apply via our online application tool www.qundis.de/offene-stellen or via email mandy.schneider@qundis.com

We are looking forward to seeing you!

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Additional information

Location	Erfurt
Position type	Full-time employee
Start of work	As of now

Responsible

Christin Wienhöfer