

Sales Manager Italy - Regio Trentino

Sales Manager Italy (m/w/d)

Region Trentino, Veneto, Venezia

Full time, as soon as possible

Your Tasks:

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- 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

Sounds Interesting?

Contact me:

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Additional information

Location

Erfurt

Position type

Full-time employee

Start of work

As of now

Responsible

Christin Wienhöfer