

**Was verbindet,
macht uns stark!**



Technical Sales Manager Italy & Iberian Countries

full-time | remote (Italy)

Your tasks

- Further development of a defined customer base, identifying cross-selling and upselling opportunities
- Negotiate terms and successfully close sales deals with assigned customers
- Provide excellent technical customer support for both standard product portfolios and tailor-made solutions
- Control the sales process for all target customers
- Manage customer projects in collaboration with Application Engineering and Customer Service
- Analyze market developments, trends and customer needs
- Actively participate in trade shows, conferences and events

What you can expect from us

- Innovative spirit and flat hierarchies in a company with 225 years of tradition
- Flexible working hours
- Good communication within the company
- Corporate culture that stands for openness to new ideas and continuous joint development
- Excellent company restaurant in Holzgerlingen
- And much more, check it out for yourself!

Your profile

- Degree in (industrial) engineering, technical business administration or comparable background (e. g. "tecnico commerciale")
- Proven experience as technical sales manager in B2B sales of complex technical products (preferably in the fastening industry)
- High technical affinity and problem-solving ability
- Excellent verbal and written communication skills in English and Italian
- Strong negotiation skills and a high level of sales expertise
- Familiarity with CRM software and sales automation tools

Apply now online

