

Sales Trainee

Your tasks

Continental Engineering Services (CES) develops customized solutions for technologically challenging tasks in automotive and industrial industries. Become a part of a strong team and help us ensure that future mobility becomes more user-friendly, drive-efficient, safe and comfortable.

As a Sales Trainee within CES, you will start your career path in our Region Italy Sales-Team, supporting Italian Customer acquisitions. After a training period, you will be given direct responsibility for a limited number of Customers, and will continue work and be supported by the Sales-Team.

Main Tasks:

- Italian Customer Liaison working in multidisciplinary European Teams for RFI/RFQ replies, managing Purchase Orders, aligning Terms & Conditions and Non-Disclosure Agreements
- Promote Stakeholder communication and “Customer Relationship Management”
- Support presentation of products and new developments to existing and potential customers
- Liaison with local and German teams, disciplines (Business Development, Engineering, Project Management, Marketing & A/R)
- Sales planning and market analysis
- Strong support of local events (Techdays, customer workshops, etc)
- Pioneering and building new business opportunities

Requirements:

- Completed Degree Level in Engineering, Economics or a comparable qualification (automotive electronics preferred as main or sub topic)
- Excellent Communication skills
- Willingness to work with new contacts, customers
- High degree of Motivation and self-responsibility in day-to-day tasks
- Good written and spoken Italian and English (German is a bonus)
- Initiative, analytical skills and quick to learn
- Willingness to travel



Job ID
REF16087D

Field of work
Marketing and Sales

Location
Torino

Leadership level
Leading Self

Job flexibility
Hybrid Job

Contact
Paola Fornasari

Legal Entity
Continental Automotive Italy S.p.A.

Your profile

- Completed Degree Level in Engineering, Economics or a comparable qualification (automotive electronics preferred as main or sub topic)

Our offer

Ready to drive with Continental? Take the first step and fill in the online application.