

## Sales Trainee

### Vos activités

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



Référence  
**REF16087D**

Domaine fonctionnel  
**Marketing and Sales**

Site  
**Torino**

Niveau de leadership  
**Leading Self**

Flexibilité du poste  
**Hybrid Job**

Nom du contact  
**Paola Fornasari**

Unité légale  
**Continental Automotive Italy  
S.p.A.**

## **Votre profil**

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

## **Notre offre**

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