

# Inside Sales & Trade Marketing Specialist

## Descrição da função

We are looking for a new team member for our Sales Entity in Arese (MI) - part of the ContiTech Sector.

Hornschuch Italia S.r.l. is looking for an **Inside Sales & Trade Marketing Specialist** to support its sales business. The company is specialized in deco and adhesive films for furniture, window and walls for DIY chains and Retail market.

## Main Responsibilities

He/She is responsible for managing sales requests and trade marketing initiatives in line with the Corporation and the local branch needs.

## Activities:

- Provide inside sales support by answering to customer inquiries, quotes, and claims
- Facilitate communication between sales agents and internal departments to ensure a proper information flow
- Generate sales performance reports and metrics to support decision-making
- Create shelf & assortments for DIY & retail customers
- Develop POS material and in-store activation
- Prepare presentations for the launch of new products & assortments
- Organize tradeshow and sales meetings

## Requisitos

- Bachelor's Degree (preferably in Business, Marketing, or related field)
- Minimum 2-years-experience in inside sales, trade support or similar
- Italian fluent, English professional knowledge (B2) (tested during the interview)
- Microsoft Office (Excel & PowerPoint) proven knowledge
- Excellent communication, interpersonal, and organizational skills
- Excellent problem-solving and analytical skills
- Customer-focused mindset with a passion for building long-term relationships
- Minimum Experience in related-market field considered as a plus

We offer a comprehensive benefits package (12-months contract with potential for permanent hiring), a supportive and inclusive work environment, and a positive professional setting where everyone can thrive, grow, and make an impact while embracing our four core values: Trust, Passion to Win, Freedom to Act, and For One Another.

To find out more, [click here](#) and discover how you can turn your passion into a brilliant career!



Identificação da vaga  
**REF72468K**

Área funcional  
**Marketing and Sales**

Local  
**Arese**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Onsite Job**

Pessoa jurídica  
**Hornschuch Italia S.r.l.**

## **O que oferecemos**

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

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

## **Quem somos**

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.