

Area Sales Manager North Italy

Ihre Aufgaben

Business and Organisation Management

- Ensure profitable business in the market of the assigned business area
- Responsible to run a successful market;
- Review and evaluation of business results
- Implementation of organizational policies and proper execution

Entrepreneurial Responsibility, Finance & Controlling

- Leading the business to achieve budget and other planned financial and non-financial KPI's
- Ensures that all operations are performed in compliance with relevant local, state and federal laws and regulations
- Takes decisions in the interest of the business objectives of the Segment and the Business Unit
- Responsible for the analysis of the market trends and environment; analysis of sales, turnover, contribution margin
- Definition of requirements for the product portfolio

Strategy Development

- Implementation of the sales strategy in the assigned business area in terms of customer groups
 - Regular market and competition monitoring in the responsible area and provides information to the management in a sufficient way (market Intelligence)
 - Support strategic programs like "partner of choice", product and customer portfolio management etc.

Customer Relation

Responsibility for customer acquisition; managing contracts/ business proposals

- Commercial negotiation in alignment with segment strategy;
- Maintains customer expectation while aligning with corporate standards;
- Escalation of customer issues and specific requests;
- Develops and maintains strategic and cooperative relationship with customers in the assigned business area to support the segment strategy
- Aligns customers demand to corporate standards
- Ensures close customer relation management within boundaries set by compliance

Representation of the Segment / Business Unit

- Represents the regional business to major stakeholder, major



Job ID
REF74315P

Arbeitsbereich
Marketing & Vertrieb

Standort
Daverio

Leadership Level
Leading Self

Job Flexibilität
Hybrid Job

Rechtliche Einheit
Merlett Tecnoelastic S.p.a.

customers, Industry Associations, International Trading Groups, government agencies, and similar groups in order to secure the interests of the Segment/Business Unit/Business Area/Continental AG
Represent the Segment/ BA / ContiTech / Continental AG at customer events and exhibitions in assigned business area

Quality

Assure standards and quality guidelines (internal and external), quality awareness, customer quality targets

Secures the Continental Code of Conduct and Compliance to all legal requirement

HR

Implementation and Execution of the Continental Values in the organization

Ihr Profil

Minimum Bachelor Degree (business admin, engineering, or comparable); min 3 years experience as Sales, Account Management in the business; knowledge and experience in project management preferable

Unser Angebot

1. Knowledge of rubber hoses market & products
2. fluent in Italian & English
3. valid driving licence being required to visit customers on a weekly basis

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

Über uns

Founded in Hanover, Germany, in 1871, Continental develops cutting-edge technologies and services for the sustainable and connected mobility of people and their goods. Merlett TecnoPlastic SpA is a company of Continental, Group Sector ContiTech Industrial Solutions EMEA and it is located in Italy. It has been acquired by Continental in 2019 and the core business is the production of thermoplastic hoses and tubes.