

Area Sales Manager North Italy

Your tasks

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

Field of work
Marketing and Sales

Location
Daverio

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Merlett Tecnoplastic 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

Your profile

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

Our offer

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.

About us

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 Tecnoelastic 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.