

Area Sales Manager - Fluid Handling Solutions - Center Italy

Your tasks

Ensure the business of Industrial Products in the market of the business area "North Italy (mainly in Lombardia region)" in compliance with the strategy of the segment Distribution in order to achieve targeted results.

- 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

- 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

Responsibility for customer acquisition; managing contracts/ business proposals

- Commerical 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
- Ensure close customer relation management within boundaries set by compliance

- Implementation and Excecution of the Continental Values in the organization

Your profile

Minimum Bachelor degree (engineer, business or comparable): Knowledge and experience in project management preferable: intercultural sensitivity is a must along with proficiency in English

Our offer

1. Knowledge of rubber hoses market & products



Job ID
REF95721D

Field of work
Marketing and Sales

Location
Daverio

Leadership level
Leading Self

Job flexibility
Remote Job

Legal Entity
Merlett Tecnoelastic S.p.a.

2. fluent in Italian & English

3. valid driving licence being required to visit customers on a weekly basis

The position is open to candidates preferably residing or domiciled in Emilia-Romagna region

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 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.