

Area Sales Manager - Power Transmission Solutions

Vos activités

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 Execution of the Continental Values in the organization

Votre profil

Minimum Bachelor degree (engineer, business or comparable)

Knowledge of Drive belts for industrial applications, market & products

2. fluent in Italian & English

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



Référence
REF95722M

Domaine fonctionnel
Marketing and Sales

Site
Daverio

Niveau de leadership
Leading Self

Flexibilité du poste
Remote Job

Unité légale
Merlett Tecnoelastic S.p.a.

The position is open to candidates preferably residing or domiciled in Lombardy region or North Italy Lombardy

Notre offre

intercultural sensitivity

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

A propos de nous

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.