

SANTEX RIMAR GROUP

POSITION: Area Sales Manager – Textile Finishing Division

LOCATION: Trissino (Vicenza), Italy

Santex Rimar Group is looking for an Area Sales Manager to join the Textile Finishing Team at the Headquarters office in Trissino (Vicenza, Italy).

At Santex Rimar Group you will be part of a passionate team that is a reference for customers worldwide becoming the leading provider of solutions and machines from weaving to textile finishing.

We are changing the ordinary way to do business, we stimulate proactivity and foster team spirit among our people.

Working in Santex Rimar Group you will be able to develop your skills and grow in a dynamic and innovative environment.

ROLE MISSION:

Build solid relationships with customers maximizing sales of textile finishing machinery division and foster other divisions sales managing area in terms of market development both managing agents and direct customers ensuring the respect of the Company guidelines and strategy.

MAIN RESPONSABILITIES:

The Area Sales Manager is responsible of developing and implementing a strategy for the assigned geographic area. Among other responsibilities are preparation of quotations with correct specification of solutions, discussion with internal people in mechanical, electrical and finance/shipping department, check of delivery date, set price structure in collaboration with supervisors, visits at customer plants, properly representing the brands and solutions through consistent presentation standards in line with the corporate guidelines. Keep contact with clients. Constant use of Customer Relation Management CRM.

KEY REQUIREMENTS:

Excellent capability of client orientation and planning.

Excellent negotiations skills and convincing personality.

At least 5 years work experience either as sales or technical consulting in capital goods (investments of machinery or similar).

Availability to travel internationally 40-50% of the time.

Previous experience in the Textile production business is an asset.

Hands-on approach and willingness to collaborate among Group Divisions and Departments.

Innovation attitude, commitment to the corporate guidelines and capacity to respond quickly at a rapid pace are an asset.

Strong industry network would be an asset.

OTHER SKILLS:

Languages: Italian or German mother tongue, very good English, other languages are a plus

Computer skills: MS Office, ERP, CRM

Communication skills: Good written and verbal communication skills across internal and external environments. The resource must be able to develop relationships with customers of several different nationalities

Driving license

PERSONAL DATA:

Age: 25 – 40 years