

OPEN POSITION:

SALES MANAGER

ABOUT THE ROLE	<p>The resource will have access to a network of contacts and customers already built up over the years, particularly in the Steel Mill, Continuous Casting, Rolling Mill, Tube Mill, industrial automation and applied robotics sectors. Reporting to the EMEA Sales Director, he/she will be responsible for the commercial development and promotion of the brand in the assigned territories with the aim of increasing business and territorial presence. He/she will be responsible for directly managing customers and the negotiation and contractualisation phases. The inserted resource will have to achieve the budget objectives shared with the company, developing and consolidating relations with customers.</p>
RESPONSIBILITIES	<ul style="list-style-type: none"> • The position is intended for a Sales Manager/Key Account Manager with at least three to four years' experience in a similar role or in an Export Manager role.
REQUIREMENTS	<ul style="list-style-type: none"> • Technical knowledge of industrial automation and electrics. Knowledge of the steel industry is a prerequisite. • Ability to work with strong operational autonomy, excellent communication skills combined with a strong results orientation, organising and managing work time effectively. • Relational, analytical person with problem solving skills and proactivity. • Excellent knowledge of the English language is required. • Good knowledge of the Office package. • Availability for occasional travel in Italy and abroad. • Excellent stress resistance, interpersonal skills and operational flexibility complete the profile.
WHAT WE OFFER	<ul style="list-style-type: none"> • Equipment: Smartphone and PC. • Shared apartment/hotel for non-residents during training period at the Borgo Chiese headquarters. • Technical, linguistic, and managerial training. • Opportunity to work for a rapidly growing international group in the field of robotics and industrial automation. • Opportunity to grow and improve the job position, aspiring over the years to acquire responsibilities within the company. • Opportunity to travel and meet new people from different linguistic and cultural backgrounds. • Opportunity to take part in innovative research and development activities.
ABOUT US	<p>Polytec, a BM Group company, develops technologically advanced automation systems and robotic solutions, supporting industry on the</p>

path towards digital transformation.

BM Group is an Italian industrial group that combines companies with different specialisations that share a common goal: to enable industry to undergo the technological transformation necessary to become a smart and sustainable factory. The BM Group team is young, dynamic, and constantly collaborates with research centres and universities. For each new figure included in our staff, an induction programme is defined in the hiring phase in accordance with experience and skills. We organise and promote training courses with a view to continuous improvement.

APPLICATION INFORMATION

- RAL to be defined based on the professional profile.
- The job offer is aimed at both sexes (law 903/77)
- Information on the treatment of personal data (2016/679 GDPR):
https://bmgroup.com/wp-content/uploads/2024/03/Informativa-Candidati_Contitolarita-BM-Group-v.23.03.24.pdf