

Position Name:	Sales Manager (Home Appliance Motor Business - Italy)
Department:	APAC Sales Region
Location:	Italy
Supervisor Position:	Sales Director of APAC Sales Region
Last Review:	Nov 2023

Objective:

The Sales Manager will develop practical and innovative ways to identify and meet goals. In this role the Sales Manager will be responsible for work that is less defined in scope, utilize he / she is understanding and experience to execute business objectives, and must have the ability to effect short-term and some long-term business goals.

Responsibilities & Authority:

- Responsible for channel development and sales of Home Appliance Motor Business in the Italy market, executing and completing the annual sales plan required by the headquarters;
- According to the headquarters marketing strategy, enhance sales value, control costs, expand product sales in the responsible area, and expand product market share;
- Maintain customer relationships and good communication, grasp customer needs in real-time, and provide proactive, satisfactory, and thoughtful services to customers.

Qualifications/Requirements:

- Bachelor's degree or above, Mechanical and electrical, automation, marketing or related majors are preferred;
- At least 3 years of relevant sales experience in HVAC industry;
- English can be used as the working language;
- Familiar with OEM customers in Italy Market;
- Adapt to travel within Italy and abroad.

Technical qualifications:

- Ability to work under pressure in a dynamic environment
- Microsoft Office proficiency, especially Excel and PPT
- Customer service orientation to provide effective and efficient support to internal clients
- Great negotiation skills, BD skills and market awareness
- CRM Knowledge

Desired Characteristics:

- In-depth knowledge of the industrial applications for product lines and markets
- Integrative team working style.