



we are looking for a

# Outside Sales Manager S+B Italia (m/f)

Located in Peschiera Borromeo,  
Milan, Italy

The SCHMOLZ + BICKENBACH Group is today one of the world's leading providers of individual solutions in the special long steel products sector. The Group is one of the leading manufacturers of tool steel and non-corrosive long steel on the global market and one of the two largest companies in Europe for alloyed and high-alloyed constructional steel.

Sales & Services International: With more than 70 locations in over 30 countries, our global presence allows us to provide our customers with local supply chain services. Most of our work consists in encapsulating the technical products of our mills into the services our customers require: local technical support, processing work such as cutting, milling, hardening, and just-in-time deliveries.

## Your assignment

Under the supervision of the local product manager, you are responsible for developing and executing sales plans and focusing on promoting profitable growth, long-term retention and satisfaction of our customer base on Engineering Steel products.

You will follow up the ongoing development of existing and prospective SCHMOLZ + BICKENBACH Italia customers to ensure that the development is able to meet the sales target.

It includes:

- Communicate with all current and potential customers on a regular basis, providing solutions as needed, and oversee all sales activity in your assigned sales territory.
- Seek out prospective customers/business opportunities with new and existing customers.
- Communicate with all current and potential customers on a regular basis, providing solutions as needed, and oversee all sales activity in your assigned sales territory.
- Develops an effective and productive working relationship with the producing mills (Commercial and technical side) and with the inside sales
- Coordinate with other members of the sales team to generate sales and provide excellent customer service
- Provide ongoing customer support and a highly-visible, technical resource to customers.
- Adhere to all company procedures, values and policies so that you provide an accurate representation of the company to all potential and current customers
- Develop product knowledge to handle customer applications

## Your background

- Bachelor's degree in sales or closely related field
- Minimum 3 years of relevant sales and industry experience
- Excellent interpersonal, listening, communication and negotiating skills
- Meeting sales goals and strong customer service orientation
- Demonstrated time management and organizational skills
- Languages : Italian mother tongue – French C1-C2 - English B1
- We offer a competitive salary and company car and cellphone.

Please send your CV to:

**SCHMOLZ+BICKENBACH Italia**

**Daniele Cereda**

**E-Mail: [d.cereda@schmolz-bickenbach.com](mailto:d.cereda@schmolz-bickenbach.com)**

