

## OPEN POSITION: SALES MANAGER - AUTOMATION & ROBOTICS - STEEL MILL AND ROLLING MILL

### SECTORS AND CUSTOMER PORTFOLIO

The resource will have a network of contacts and customers already built up over the years, in particular in the Steel Mill, Continuous Casting, Rolling Mill, Tube Mill sectors, with regard to industrial automation and applied robotics.

### RESPONSIBILITIES

- 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 contractualization phases.
- The resource will have to achieve the budget objectives shared with the company, developing and consolidating customer relations.

### REQUIREMENTS

- The job is intended for a Sales Manager/Key Account Manager with at least three to four years of experience in a similar role or in an Export Manager role.
- The resource has 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.
- Good knowledge of the office package.

### WHAT WE OFFER

- Integration into a solid and rapidly growing international group with 30 years of experience in innovation, technology, and energy.
- 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.
- Shared apartment/hotel for non-residents during any training/work periods at the Borgo Chiese headquarters.
- Equipment: Smartphone and PC.

- Fringe benefit car as per company policy.
- Training on Polytec technologies and products for the first six months in the headquarters in Borgo Chiese.
- Possibility of smart working after the training period.

## OUR COMPANY

**Polytec**, core business of BM Group, is a leading Italian company in digital transformation and energy transition.

**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://polytec.bmgroupp.com/sites/default/files/2019-10/Informativa\\_CV\\_0.pdf](https://polytec.bmgroupp.com/sites/default/files/2019-10/Informativa_CV_0.pdf)