



# KESSLER



## Sales Representative (m/f/d) Italy

KESSLER, with its headquarters and production facilities based in Bad Buchau, is an innovative market leader for high-tech components for the machine tool industry. Approximately 800 employees develop and produce motor spindles and directly driven axis heads and rotary tilt tables for state-of-the-art machining centres. To strengthen our team we are looking for a sales representative in Italy **(m/f/d)**:

### Tasks and Responsibilities

- Organization and handling of projects for product introduction at the customer's premises
- Customer liaison and support of our key customers in Italy and in Italian-speaking Switzerland
- Development and support of long-term customer/supplier relationships
- Enhanced usage of cross-selling potentials
- Advising customers on the selection and use of our products and identifying innovation potential for our products
- Independent handling of price and contract negotiations
- New acquisition of potential customers

### Profile

- Ideally completed studies in mechanical or electrical engineering or a comparable qualification gained through experience, based on many years of professional experience in the technical field, preferably supplemented by business management experience.
- Sales experience of complex components in machine tool construction or in the relevant field or respectively experience in the design, project management or sales of machine tools.
- Very good knowledge of Italian in word or native speaker (Italian), English communication skills and preferably German communication skills
- Ability to work in a team, systematic approach, assertiveness as well as high professional competence, distinct ability to approach people and to find access to business partners.

### We offer

- Permanent contract employment
- Attractive, performance-related payment
- Diversity
- Scope for dealing with matters independently and responsibly
- Long-term perspective in a modern and constantly growing company

We look forward to receiving your application, stating your salary expectations and the earliest possible starting date.

**We look forward to receiving your application!**

Mehr über KESSLER und Ihre Perspektiven erfahren Sie auf unserer Homepage unter [www.kessler-group.biz](http://www.kessler-group.biz), bei facebook unter **KESSLER Ausbildung & Beruf** oder direkt bei:



### KESSLER Group

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