

Key Account Manager

We are looking for a Key Account Manager to join our Sales & Marketing team.

The candidate will become the first point of contact for Customers and Business Partners of SISME.

Reporting to the Group Sales Manager, the candidate will use his/her experience to build enduring Customer relationships through excellent service and push the growth of Sisme sales.

Main Responsibilities

Helping to implement sales strategy and budget;

Providing support to Customers on product features and availability;

Giving timely and accurate feedback to Customer requests, by coordinating with other Departments and Group Production Facilities in terms of:

- respect of OTD and push Customer needs within the company
- managing customer quality issues in concert with Technical and Quality dept.
- suggesting company's products to enhance Client satisfaction and strengthen Sisme's position in the reference market(s)
- Identifying current and future customer requirements in cooperation with Technical and R&D Dept

Pursue new customers and new business opportunities;

Giving regular reports to manager.

Education, Experience, and Skills

- Bachelor degree in scientific, technical, engineering and mathematics disciplines
- Minimum 5 years experience in the position working for B2B industrial companies, experience in electric motors Company is also considered a preferential title
- Deep knowledge of MS-Office tools; ERP SAP knowledge is also considered a preferential title
- Good communication skills (verbal and written) both in Italian and English language
- Problem-solving oriented approach, with a demonstrated ability to take ownership of Customer issues
- Good teamworking and reporting skills
- Technical understanding, professionalism, and strong motivation for sales.