

PARMA / MANTOVA, ITALY

REGIONAL SALES MANAGER LABELING

YOUR OPPORTUNITY

Sidel is looking for Labeling Regional Sales Manager that will be Responsible for managing existing customers and develop new customers within the assigned territory and/or Business area, in order to deliver budgeted Sales and Margins for complete Sidel labeling Portfolio.

YOUR SCOPE

- Accountable for meeting Budgeted Sales and Margins in the assigned territory/Business area;
- Manage existing customers and develop new accounts within assigned territories/Business area;
- Support the Sidel Group frontline on Labeling Business Development;
- Establish strong relationship with customers by building a Network of contacts within their organization;
- Build strategic network and relationships within vendors, suppliers and integrators to further develop the market;
- Develop customer needs analysis;
- Issue offers and drive the complete selling process up to Negotiation and contract definition inside the Sidel process and policy;
- Oversee execution of the project and maintain customer contact;
- Maintain clean and up-to -date Sales pipeline in the SDWH;
- Manage Master agreement contract process from beginning to end;
- Ensure customer satisfaction;
- Initiate product development strategy (short and long term) through the product Development Plan;
- Represent Sidel at events/conferences/seminars when applicable and network with trade and sales organizations in the Industry.

YOUR PROFILE

Level of education and languages:

- Bachelor degree or equivalent in Engineering or Business, Economics;
- Excellent English, written and spoken;
- Fluency in other languages is a plus (French, German);
- Proficient with Microsoft Office products for use in a Sales Management environment.

Required experience and skills:

- Minimum 5 years' experience in capital equipment sales and territory/business;
- Significant knowledge of the Beverage Market and labelling market and Industry;
- Stablished customer base and Network within Labeling Market;
- Excellent leadership and communication skills: be able to communicate effectively at all levels, and with all functions;
- Ability to work autonomously as well as in cross-functional and with international teams;
- Used to operate in a structured contest;
- Proactive, passionate with a strong problem solving/analytical attitude;
- Good communication and presentation skills;
- Strong sense of self-motivation and determined;

- Availability to travel >60% of the working time in the assigned territories.

CONTACT

If you are interested in our proposal, please send your CV/resume with cover letter to:
recruitment.italy@sidel.com

By applying to this vacancy, the applicant acknowledges and agrees to the processing of his/her personal data included in the job application.

ABOUT SIDEL

The Sidel Group is formed by the union of two strong brands, Sidel and Gebo Cermex. Together, we are a leading provider of equipment and services for packaging liquid, food, home and personal care products in PET, can, glass and other materials.

With over 37,000 machines installed in more than 190 countries, we have nearly 170 years of proven experience, with a strong focus on advanced systems, line engineering and innovation. Our 5,000+ employees worldwide are passionate about providing complete solutions that fulfil customer needs and boost the **performance** of their lines, products and businesses.

Delivering this level of performance requires that we continuously **understand** our customers' challenges and commit to meeting their unique goals. We do this through dialogue, and by understanding the needs of their markets, production and value chains. We complement this by applying our strong technical knowledge and smart data analytics to support maximum lifetime productivity to its full potential.

We call it **Performance through Understanding**.

Find out more at www.sidel.com and connect with us

 blog.sidel.com

 youtube.com/user/sidel

 linkedin.com/company/sidel

 twitter.com/Sidel_Intl

 facebook.com/SidelInternational