



MAE is a Customer focused and Quality oriented company with 700 employees and 4 manufacturing sites in Italy, Czech Republic, Serbia and Brazil. " We design and manufacture ADVANCED MOTION SOLUTIONS that keep the world moving " .

For our Italian plants, we are looking for

SALES MANAGER

Main Responsibilities

- Achieve growth and hit sales targets by successfully managing assigned customers
- Implement Business Unit's strategic business plan that expands company's customer base and ensure its strong presence
- Actively pursue new sales opportunities in differentiated market segments
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Define and execute pricing strategy
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Interact with customers at all levels, from buyers, engineers to general managers providing customized technical solutions
- Present sales, revenue, growth funnel opportunities, expenses reports and realistic forecasts to the management team
- Interact with the Ametek Advanced Motion Solutions Global sales organization
- Attend exhibitions
- Contribute to budget and strategic plans definition

Desired Skills

- Engineering and Sales competences
- Working experience in similar industries/markets (Electro-Mechanical)
- Proven ability to drive the sales process from plan to close
- Committed to continuous education through workshops, seminars and conferences
- Flexible, open-minded
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Highly motivated with a drive to succeed and a passion for sales
- Strong business sense and industry expertise
- Objective oriented
- IT skills (MS Office, Outlook, SAP, CRM)
- Marketing competences a Plus
- Traveling (> 50%)

If you're interested, please send your application and the info about your desired compensation package at info.maehr@ametek.com

We are looking forward to know you!