

*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 the Group Sales 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.*