

Sales Manager

Location: Milan, Italy

The Opportunity

Schweitzer Engineering Laboratories (SEL) seeks a professional, innovative and detailed individual for our Sales Manager position in Milan, Italy. If you are looking for an opportunity to utilize your extensive sales marketing expertise and understanding of electric power to develop and grow SEL's market presence while delighting customers, then this position is for you!

Sales Manager

Responsibilities:

- Sells consultatively and influences prospects and clients to utilize SEL products, services, and systems that meet the customers' current and future requirements.
- Maintains and utilizes accurate records of all sales, proposals and prospecting activities and to analyze and report current and future trends and maintain market value strategy.
- Proactively seeks out and evaluates and provides prospects/customers with complete product/solution proposals.
- Sources, develops, documents and tracks qualified leads and commercial opportunities.
- Analyzes and reports to management about inbound market information and analysis on customer requests, trends, competitor activities and pricing.
- Owns and resolves customer complaints and problems in a timely manner.
- Develops, understands and supports sales policies and procedures to provide proper and effective treatment to all customers.
- Leads and contributes to the development of educational programs offered to clients and prospects.
- Continuously identifies, measures, and improves processes.
- Other duties as assigned.

Qualifications:

- B.S. in Electrical Engineering or equivalent work experience
- Experience developing, delivering and aligning sales goals with organization strategy
- Demonstrated ownership of technical sales, client management and/or marketing
- Excellent technical training skills
- Ability to travel, including internationally
- Strong writing, documentation, and speaking skills
- Ability to learn new skills and assume new responsibilities
- Ability to work cooperatively in a team environment
- Background check results satisfactory to SEL

Preferred Qualifications:

- Four (4) years relevance experience with electrical power systems or industrial automation system practices.
- Experience applying SEL products to technical proposals to meet customer requirements

To Apply for This Position:

We ask all candidates to apply through our website at www.selinc.com/careers. If your qualifications and experience match any of our current openings, please submit your resume or CV for that position so that you may be considered immediately.

SEL sends an initial e-mail response to all applicants at time of résumé or CV submittal. If you do not receive this communication, please check your SPAM filter and make sure your system is not blocking e-mails from SEL. It is important that you ensure your receipt of this e-mail as SEL may communicate future position updates via e-mail.

SEL is an Equal Opportunity Employer.