

Job Title

Area sales Manager

Role

The ideal candidate is a motivated, well-organized individual who has a deep understanding of prospecting and developing strong relationships with customers.

Has the responsibility of managing customers deemed strategic for the company; ensures the achievement of the assigned budget and undertakes initiatives to achieve the sales targets. In line with company policies, he/she defines the most appropriate sales actions in relation to the characteristics and needs of individual customers. Periodically checks sales trends and identifies and implements the most appropriate corrective actions. Reports to the Regional Managers South Europe. Area of competence: Italy, Israel, Greece.

Essential Accountabilities:

Assist the Manager in:

- Developing sales strategies and setting targets.
- Maintaining and increasing the market share of the products/regions assigned.
- Establishing, maintaining and expanding your customer base.
- Resolving the customer claims.
- Compiling and analyzing sales figures and understanding the market and customers trends.
- Presenting the sales strategy to the Senior Management team.
- Keeping up to date with products and competitors
- Market research to support activities in identified areas for market and applications growth and penetration.

Requirements

- 3+ years' of sales experience
- Experience in packaging industry represents a value added
- Fluent English - Knowledge of a second language is appreciated
- Excellent written and verbal communication skills
- Willing to travel (60% of the time)

