WALTERSCHEID
POWERTRAIN GROUP

Walterscheid Powertrain Group is a global provider of connected and smart powertrain solutions and complete in-service support for the world's leading off-highway and industrial equipment manufacturers. We develop new technologies and customer solutions which deliver efficiency in the agriculture, construction, mining, utility vehicle and industrial markets. With its global platform across 4 continents WPG is the technology partner and innovation leader to the leading, global OEMs. An opportunity has risen in Italy for an experienced Sales Account Manager Ag, responsible for existing accounts further to be developed, and growing the business by targeting new prospects in the off-highway market. Work location will be Montichiari (Provincia di Brescia).

Sales Account Manager Ag – Italy (m/f/d)

Key Responsibilities:

- Winning new customers as well as expanding collaboration with existing accounts in machine manufacturing in Italy in order to expand our market share of the Italian market
- Preparing offers and performing regular technical on-site consultations at customer locations
- Offering support to your local colleagues and teams for exhibitions and trade fairs, including the EIMA
- Preparing market analysis's of the Italian agricultural market as well as developing statistics for sales activities
- Making use of all available e-tools provided by the company

Qualifications:

- Technical degree in combination with commercial experience
- More than three years of working experience in relevant positions
- Willingness to travel and high level of commitment
- Market knowledge about agricultural machining manufacturers and product knowledge in the area of powertrain systems
- Good negotiation skills
- Fluent in Italian and English, German is a plus

We are looking forward to receiving your application! Please send your cover letter along with your CV, credentials and your earliest starting date to philip.berten@walterscheid.com.