



ITW is a Fortune 200 company with global operations. The company's innovative products and customized solutions can be found in even the most remote corners of the world. ITW employs more than 50,000 people and is headquartered in Glenview, Illinois.

As part of the ITW Group, ITW Welding has a global presence in more than 57 countries, including the Miller® brand, the market leader in arc welding and cutting equipment. We have strong brands and a complete product portfolio that includes welding equipment, filler metals, heat pre-treatment and post-treatment equipment, and accessories. This enables us to meet the needs of our professional dealers and demanding end customers.

Area Sales Manager Welding Equipment Italy

(all genders)

To strengthen our European sales team, we are looking for an experienced Sales Manager (all genders) for welding equipment to build long term, trustful relationships with our distributor partners and customers in Italy and to further expand our business with new customers in this region.

YOUR RESPONSIBILITIES:

- Sale of our technically sophisticated product range, in particular Miller® welding equipment
- Application-technical consultation of users and distribution partners
- Extension of the existing customer base and further development of customer relations
- Proactive customer acquisition in the sales area
- Close cooperation with ITW Welding sales team, the internal sales department and our research & development department
- Market and competition monitoring
- Independent sales and budget planning for the assigned sales territory
- Achieving sales and margin targets through structured and focused collaboration with existing and new customers
- Introduction of new products and training of end users and sales partners
- Participation in trade shows

YOUR PROFILE:

- Bachelor's Degree or equivalent experience with a good technical and commercial background in the field of complex technical products
- Minimum of 3 years of professional experience in a sales, sales management or similar role, preferably in the welding equipment industry
- Proven track record of developing positive customer relationships
- Challenger mindset and ability to educate the end-user to think differently about their business
- Ability to analyze specific needs of markets and regions to implement a plan to grow business
- Exceptional organizational, planning and negotiating skills in addition to outstanding verbal and written communication
- Disciplined, motivated and team-oriented mindset to succeed in a self-directed environment with little supervision
- Affinity for using social media as sales channel
- Fluent in Italian language, good in English language
- Flexibility for extensive travel within region (80 % distributor and customer visits, 20 % Office), ideally proximity to our site close to Milan (San Zenone al Lambro)

With us, you will benefit equally from the advantages of a large international company and the charm of medium-sized structures. With its hierarchies, short communication channels and local decision-making freedom, you will take on real responsibility and find a family culture, a hands-on mentality and a strong team spirit at all levels. Become part of our team and accompany us on our growth path!

E: apply.EAR@ITWwelding.com