

**BASED IN NORTH ITALY & COVERING NORTH INDUSTRIAL AREA ITALY
€40K-€45K NEGOTIABLE ACCORDING TO EXPERIENCE – PPE SELLING TO DISTRIBUTOR**

The Company

An excellent opportunity to join a manufacturer of PPE Gloves as a new Territory Sales Manager.

The candidate will set up local strategy, pricing and distribution according to global strategy company.

The Role

- Set up and develop the local strategy, pricing... according to the global company Europe strategy
- Develop and follow the company's network of customers (Distribution and End-user)
- Propose commercial solutions developing distribution net and end-user
- Selling through distribution/end-user
- Selling into the Automotive Sector, Car equipment suppliers, metal, glass, heavy industry.
- Weekly reporting visits/agenda
- Make a contribution to the global Commercial strategy.

The Candidate

- Deep knowledge about PPE sector on Italy industry/end-user according to Automotive, Car suppliers and Metal sectors.
- Minimum of 5 years' experience of working for a manufacturer/distributor of PPE on these sectors.
- Home Office. North Italy based. Company car, laptop, phone, expenses...
- Proactive and strategical sales skills.
- Salary negotiable on experience and knowledge PPE Italy market
- Languages – Italian and English.