

We are a leading company in the development and manufacture of high-quality pharmaceutical testing equipment. As an international group of companies, we market our system solutions and the corresponding services around the world with a great deal of success.



In order to strengthen our Italian sales in the sales region Italy and Ticino (Switzerland) we are looking for a

## Sales Manager Italy (full-time)

### Your Challenge

- Responsibility for all sales activities and cooperation in the sales region with the local service manager and the service team
- Responsibility for all events, fair attendances and seminars in the sales region
- Consolidation of existing business relations as well as establishment of new customers and business partners in the sales region
- Cooperation with innovations in marketing, sales and product development
- Continuous improvement of internal processes for efficient sales transactions in cooperation with other departments

### Your Profile

- Proven track record in successful sales, ideally in selling capital equipment into pharmaceutical companies
- Technical understanding of and experience with modern cGMP requirements
- Committed, flexible, very resilient, and able to work independently
- Good commercial acumen, strong communication, networking and relationship building skills
- Drive to smash sales targets and enjoy working in a fast paced environment Pleasure from working with a local and international client base
- Communication in Italian (mother tongue) and fluent in English (oral and written; all communication with head office is in English)
- Enjoys regular travel, occasionally abroad
- A driving licence
- Place of residence ideally between Milano / Verona / Parma

### Your Prospects

- Responsible, diverse tasks
- Independent, proactive work in a very lively international environment
- Flexible work hours and modern terms of employment
- Fully expensed company car, credit card and other benefits

### Interested?

We look forward to your convincing email application in English – please send your complete documents to:

Human Resources | [hr@sotax.com](mailto:hr@sotax.com)  
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