

YOUR IDEAS.  
YOUR CAREER.



Around 3900 employees worldwide work every day at Balluff on high-quality sensor, identification and image processing solutions, including network technology and software for all automation requirements. They are our shapers of the future.

That's why, as a globally positioned family company, we always offer them the best conditions. Work with us on creating our customers' success and let's advance innovations together.

We are looking for passionate and result-oriented team players as

## REMOTE SALES ACCOUNT MANAGER M/F/X

### These are your areas of responsibility

- Develop and maintain business relationship for assigned customers remotely
- Collect & proactively use the information on products / competitors' activities / customer requirement to implement the remote/ virtual sales
- Identify your customers' needs and awake interest/demands,
- Use cross-/ up- selling potential, drive Campaign Management and Sales Push
- Search, identify and follow up Opportunities at the customer, developing additional potential
- Use and track the input of qualified leads from Marketing Automation, for Campaigns and new Customers
- Technical-Commercial consulting for catalog business, standard products
- Turning Balluff as preferred supplier by the Customer

### Your skills and competencies

- You have a strong customer service orientation and use active listening to target the customer's needs
- You are in possession of remarkable negotiation skills and have an experience in account management of sales
- You have a proactive, self-motivated and empathetic personality (hunter / not farmer mentality)
- You have a high affinity for virtual, phone and digital channels and have an experience in the social selling
- You can count on a basic technical knowledge in electronics
- MS-Office, SAP Basic, C4C and communication tools

### What we are offering you

- A challenging role within a multinational organization
- To become part of a new, positive and developing Team
- Develop your business and commercial capacities
- Full internal training on Balluff portfolio of competence
- Possibility to grow in your role
- Possibility of smart working after trial period

**You want to make a difference with us?**

**Then we look forward to receiving your application!**

Please forward your application (enclose CV) to [HR.ITALY@balluff.it](mailto:HR.ITALY@balluff.it) titling the mail "REMOTE SALES ACCOUNT MANAGER"

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