

YOUR IDEAS.
YOUR CAREER.

BALLUFF



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 a passionate

SALES AND BUSINESS DEVELOPMENT MANAGER M/F/X

Region Italy

These are your areas of responsibility

- In this dynamic function you generate projects and advise customers by recognizing their needs and showing them innovative systems & solutions to improve their processes.
- You will be responsible for the acquisition of new customers and the expansion of new business with existing customers.
- Identifying new contacts and tailoring the value proposition according to their needs
- Expanding the network within important potential customers
- You will join relevant seminars, congresses and exhibitions and take an active role in promoting Balluff and generating new leads

Your skills and competencies

- Passion for selling consulting-intensive automation solutions, with a strong reference to future-oriented technologies in the Industry 4.0 and IIoT environment
- A professional background as a (key) account, sales or business development manager in the industrial automation and manufacturing environment
- General understanding about OEE and Lean Manufacturing
- Strong communication skills to discuss customer needs to apply Balluff solutions in face to face, MS teams, social media culture, telephone and email communications
- A friendly, sincere and clear way of communicating in Italian and English in order to establish and coordinate networks.
- With your pleasant demeanor and your innovative solution proposals, you inspire customers and create trust
- You possess great initiative and are motivated to inspire new customers for your projects and to promote the potential with existing customers
- Ability to work independently and take ownership of key target accounts to grow new business

What we are offering you

- Exciting work in a professionally managed company with a dynamic and motivated local and international team
- Great importance to respectful and appreciative interactions with one another.
- An ambitious and creative environment constantly future-focused, absorbing trends and developing them further on

Ready to make a difference with us? If the answer is yes, we look forward to receiving your application! Please address your CV in English to :
HR.ITALY@balluff.it and title your mail

"Sales and Business Development Manager Italy"

Balluff Automation S.r.l. · Corso Cuneo 15 · 10078 Venaria Reale (Torino)
www.balluff.com

 **innovating automation**