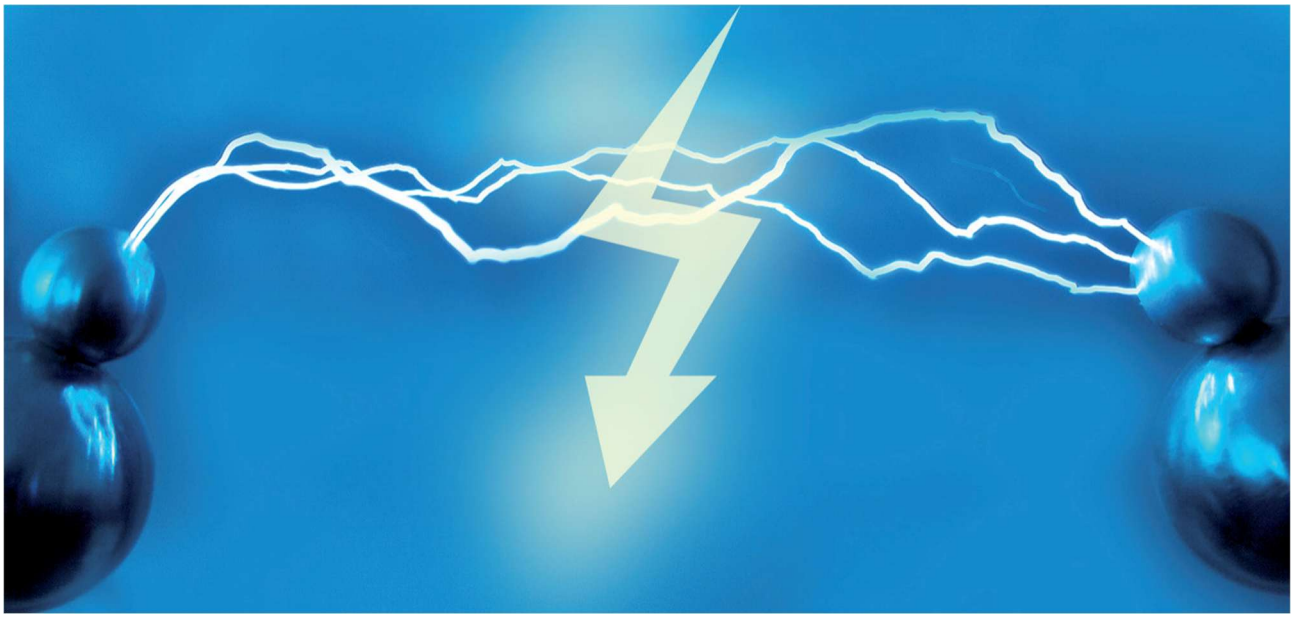

Company Description:

Volta S.p.A. is a leading company specializing in the marketing and technical support of high-quality instruments and products in the electro-technical and electronics sectors. We focus on providing innovative technical solutions with the expertise and dedication of our skilled team. Guided by core values of respect, efficiency, and effectiveness, we deliver tailored, precise, and solution-driven consultancy to our clients. Our mission is to exceed expectations with products, services, and solutions while fostering pride and trust among our customers and partners.

Role Description:

We are currently looking for a Sales Manager to join in VOLTA at our Power Quality Department https://www.volta.it/prodotti/power-quality/

The Sales Manager will manage and grow the company's sales portfolio across Central and Southern Italy for different solutions in the TSO, DSO and Industry realities like low voltage regulation, power quality analysers, dissolved gas analysis and partial discharge systems. Responsibilities include identifying new business opportunities, maintaining customer relationships, presenting technical solutions, negotiating contracts, and achieving sales targets.

The role also involves coordinating with internal teams to ensure customer satisfaction and representing the company at industry events and trade fairs.

What we expect:

- Sales and negotiation skills (5+ years exp.), including experience in business development and achieving sales objectives
- Based in Rome or surrounding area

- Technical knowledge in electro-technical and electronics sectors
- Strong interpersonal and communication skills to build and manage client relationships effectively
- Organizational and time management abilities to handle multiple clients and projects
- Excellent written and spoken in Italian and English; additional languages are a plus
- Willingness to travel across Central and South of Italy (50% of the time)
- Willingness to travel 3-4 days per month to Bolzano to our HQ
- Bachelor's degree in electrical Engineering or a related field
- Previous experience in a similar role in B2B sales or technical product sales is highly desirable

What we provide:

- Continuous training in a growing team and young department
- Existing important customer portfolio to maintain and develop
- A well-established and growing market in the energy transition
- Company car for personal and business use
- Computer and smartphone
- 3-4 days per month at the HQ in Bolzano for internal training or strategy discussion
- Full-time employment contract
- After trial paid period will switch in a permanent working contract
- Annual Gross Salary (RAL) 40k€ - 60k€ commensurate with experience and skills (fixed salary +commissions)

Do you feel you have what it takes for this opportunity? If so, please send us your CV to jobs@volta.it