



## Your career at Hitachi Astemo

We have been developing and distributing spare parts for the international spare parts market for over 40 years. With over 100 employees at our Espelkamp site, we are a partner to all well-known car manufacturers. Rigid corporate structures? Not with us. Despite being part of a corporate group, we have retained our medium-sized company character and flat hierarchies. We at Hitachi Astemo Aftermarket Germany are a dedicated team that works together with mutual respect and on an equal footing. We do not only think about the mobility of the future, but also about the employees of the future.

We are looking for you at the earliest possible date as

## Sales Manager Italy Automotive Aftermarket (m/f/d)

In this role, you are requested to work out a distribution plan incl. the online segment as well as working on developing a brand name in the region and building up a distribution network.

### Your tasks include:

- Market analysis, securing new business in addition to taking care of existing customers in Italy
- Product presentation and coordination of technical trainings to both customers and potential customers
- Participation in customer in-house exhibitions and international exhibitions
- Establish, develop and/or maintain positive business and customer relationships via phone, videochat/call or email
- Take ownership of maximising market, product, sales and profitability targets
- Support to achieve all sales targets on a consistent basis outlined by the Head of Sales

### We offer you:

- A secure job at a growing international company
- A varied job in a motivated team
- Appropriate, performance-related remuneration
- Good health management
- A success-oriented and appreciative corporate culture
- An understanding for family concerns
- Regular company parties and activities, some for the whole family

### Your profile / qualification:

- Well experienced and connected in the Italian Automotive Aftermarket (as Sales Representative)
- University degree in business or engineering or comparable course of education
- Excellent communication skills with the ability to communicate effectively with an international team
- Italian at native speaker level and fluent in Business English
- Proficient user of MS Office, including MS Excel
- Self-motivated, self-organized and reliable
- Well-structured and quality-oriented workstyle

### How about it? Apply now!

Please send your complete application, stating your earliest possible starting date and salary expectations, by e-mail to [mike.kuetemeier@hitachiastemo.com](mailto:mike.kuetemeier@hitachiastemo.com).

If you have any further questions, please contact Mr. Patrick Freier at +49 (0) 171 1480496.