



Sales Manager

Viareggio

About Telemar Yachting

Telemar Yachting is part of Telemar, a Group with more than 75 years of experience in merchant marine navigation and communication. We are market leaders in integrated smart bridge systems, navigation, communication and cybersecurity solutions for Superyachts. We work with leading Yacht Management companies, Superyacht designers, builders, refit yards, and boats directly. Our emphasis is to provide tailored solutions and services to suit the boat's requirements. We have offices in Viareggio (Italy), London (UK) and Fort Lauderdale (USA).

Role description

This is a full-time on-site role for a Sales Executive at Telemar Yachting's Viareggio location. Reporting to the Sales Manager, the Sales executive will be responsible for implementing sales strategies, prepare quotations for projects both refit & new buildings, maintaining relationships with clients and analysing sales data. The Sales executive will also be responsible for identifying new business opportunities and presenting product information to clients.

What we offer

- A challenging and varied role in a business with ambitious growth plans
- A modern, dynamic and international environment with many development opportunities
- A collegial environment, flat hierarchies, and fast decision-making processes
- Competitive salary
- Extensive company benefits

Qualification, skills & requirements

- Bachelor's degree in Sales, Business Administration, or related field
- Experience with CRM software and Microsoft Office
- Excellent communication skills and ability to build and maintain client relationships
- Ability to analyse sales data and identify areas for improvement
- Prospect and hunt for new leads and opportunities to build the sales pipeline via phone, research, in-person meetings, network, referrals, and leverage existing customer relationships
- Manage all aspects of sales production including input in marketing efforts
- Implement strategies to drive sales growth and achieve revenue targets
- Contribute to realization of the annual revenue business plan
- Build, grow and maintain a strong pipeline to ensure revenue expectations are met
- Analyse market trends and competitor activity to identify new opportunities
- Yachting Industry experience preferred
- Knowledge of navigation and communication systems is a plus

Our Commitment

Our Corporate Social Responsibility approach is part of the Marlink DNA to develop our business and people operate responsibly. Marlink has incorporated and respects the Ten Principles of the UN Global Compact into our strategies to establish a culture of integrity, value, trust and innovation.

The Marlink Group is a transnational organization and considers cultural diversity as one of its greatest strengths. Additionally, we support diversity in race, gender, religion, national origin, political opinion, sexual orientation, social origins, age and physical or mental character.

In support of

WOMEN'S EMPOWERMENT PRINCIPLES

Established by UN Women and the
UN Global Compact Office

WE SUPPORT



Interested?

Please send your CV including possible start date and location to:

eleonora.stefanelli@telemargroup.com

The person of contact is:

Eleonora Stefanelli

We look forward to receiving your job application!