

Sales Manager Napoli

About Telemar Yachting

For over 75 years, our maritime journey has been fuelled by expertise and innovation. We're not just a service provider; we're offering a dynamic blend of bridge electronic solutions, onboard and maintenance services.

We don't just adapt; we thrive on constant innovation. Telemar is an expert partner who supports more than 3,000 vessels, rely on our tailored services. We're not just about cutting-edge technology; we're a navigational ally, enhancing safety and operational efficiency by keeping costs down.

Role description

This is a full-time on-site role for a Sales Manager at Telemar's Napoli location. Reporting to the Sales Director, The Sales Manager will be responsible for implementing sales strategies, preparing quotations for projects related to our core business (Digital Products, State-of-the-art communication Systems., Maintenance Contracts as well as Refitting and New Buildings), maintaining relationships with clients, and analyzing sales data to drive business growth. 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 based on performance/results
- Extensive company benefits

Qualification, skills & requirements

- Minimum of 3 years' experience in the role, preferably within the maritime sector
- Knowledge of navigation and communication systems is a plus
- Bachelor's degree in Sales, Business Administration, or related field
- Excellent proficiency in English language
- Strong team player mindset
- Experience with CRM software and Microsoft Office
- Excellent communication skills and ability to build and maintain client relationships
- Profile is completed by attributes such as perseverance, customer orientation, strong negotiation skills, and persuasive abilities
- Ability to analyse sales data and identify areas for improvement
- Manage all aspects of sales production including input in marketing efforts
- Contribute to realization of the annual revenue business plan
- Build, grow and maintain a strong pipeline to ensure revenue expectations are met

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:

michele.cappiello@telemargroup.com

The person of contact is:

Michele Cappiello

We look forward to receiving your job application!