



At **CONTRALOAD** we help to create more sustainable supply chains all over Europe since 2004. With our head office in Belgium and affiliates in Italy, UK, Spain, France, Germany, Poland and Turkey, we have grown to become the expert and market leader in pooling of plastic load carriers in a B2B environment. Supporting 3000 customers in over 26 countries, we offer the biggest European network for pallets and IBC's.

To expand our team in the **Italian market**, we are currently recruiting an experienced **Area Sales Manager** to support us with our local growth.

### **YOUR CHALLENGE**

As our **Area Sales Manager Italy** you will report directly to the Sales Director responsible for South and East Europe. Your key objective will be to co-define our local growth strategy and extend our market share in Italy by retaining and **growing current customers and prospecting** new opportunities in the market.

Researching the market for opportunities mainly in the food industry and building long term relations with your (new) customers is your main goal. You will function as an expert in order to understand your customers and help them achieve their supply chain needs.

You will be based in your home office and you will be required to travel a minimum of 50% of your time. You will visit your customers and prospects regularly and support them to keep them aligned with their contract. You will be responsible for the profitability of existing contracts which you will follow up by regular evaluations of contractual parameters.

### **YOUR PROFILE**

- ✦ You look back on a minimum of 3-5 years' experience in an outside sales or Business development role.
- ✦ Experience in a B2B environment is a must as well as knowledge of logistics and supply chain
- ✦ We expect our Area Sales Manager Italy to be professional, have a strong personality with the power to influence, convince and connect.
- ✦ You want to be part of a European team that makes a tangible difference in logistics and you are motivated to understand and solve any customer challenge.



- As our Area Sales Manager Italy you are a strong communicator and have an excellent knowledge of Italian and English.
- You are self-motivated and able to work independently while regularly checking in with your team. Therefore you are very well organized and have excellent time management skills.
- You are willing and able to travel within Italy on a regular basis and you will be asked to join European sales meetings multiple times a year in our head office in Belgium.
- You are analytical and a logical thinker.

## OUR OFFER

**CONTRALOAD** offers you an international workplace with a focus on sustainability and supply chain improvements in a young, dynamic and fast growing company. You will be supported by an experienced team in our head office in Belgium.

You will have a permanent contract and a highly competitive remuneration package in line with your knowledge and experience.

We take pride in our green service and encourage our employees to participate in our growth and help us co-define the path to success. We want you to be part of our success story and hope to hear from you soon.

## INTERESTED?

Send us your CV and preferably a note on your motivation in English to [jobs@contraload.com](mailto:jobs@contraload.com).