

Since 1920 Ervin has been a leading company in the production of abrasives in high carbon steel and stainless steel, spherical and angular, for the most demanding applications in the field of metal blasting, shot peening and granite blocks cutting. Ervin has three production plants in the United States, two in Europe and a commercial branch in Italy.

The Italian commercial branch, based in the province of Varese, is looking for a profile that fits their future

SALES & COUNTRY MANAGER Italy

Ervin's current and future potential customers mainly operate in the industrial sectors of mechanics, metallurgical and iron and steel industry, where metals undergo a sandblasting / shot blasting and shot peening process.

Tasks:

- Coordinating the activity of the existing Italian sales team, interfacing with the European headquarters located in Germany and promoting the necessary commercial actions in Italy aimed at consolidating the existing customers
- Developing the Company's sales network and add new customers
- Reporting directly to the Sales Director Europe located in Berlin, Germany
- Extensive technical and commercial responsibility in the area of competence, as well as directly following our Key Accounts customers

Profile:

- Experience of at least 10 years in the Technical-Commercial field in Multinational companies in the mechanical sector or in the metallurgical / iron and steel industry and must be used to "getting their hands dirty"
- Graduation in technical studies similar to the branch's activity
- Fluent in English (intermediate to upper-intermediate level); the final interview will be in English
- The knowledge of the German language will be considered as a plus
- Knowledge of MS Office package and of most common CRM is assumed
- Residence in the province of Milan, Varese, Como or Novara is required, as well as full availability for frequent trips to the geographic area of competence, usually 3-4 days a week

Please send a complete CV in Italian and in English to following email address only: fm.ervinitaly@icloud.com

Please clearly indicate your consent to the processing of personal data pursuant to Legislative Decree LGS. 196/03.

