
Sales Manager for the Italian Market at CAEmate

Are you a sales professional able to translate technical information into relatable value propositions? Do sustainability, safety, and innovation trigger your interest? If yes, we have an exciting opportunity for you at CAEmate!

About CAEmate

CAEmate is an Engineering Software company developing disruptive technologies for Monitoring and Predictive Maintenance of Infrastructures (bridges, viaducts, tunnels, slopes, buildings, wind towers). Our mission is to digitalize infrastructure while making it safer and smarter. We strive for safety, sustainability and innovation, and we are committed to fostering an engaging, innovative work environment.

Role Description

As our Sales Manager, you will be the driving force behind our sales growth, ensuring we exceed our targets by engaging, advocating and educating about our market-leading Structural Health Monitoring platform.

Key Responsibilities

- Identifying, contacting and developing relationships with prospective customers.
- Understanding and addressing customer needs by delivering tailored presentations.
- Participating to events to showcase the product to a broader audience.
- Creating and executing a strategic sales plan to expand our customer base.
- Evaluating our sales performance and recommending improvements.
- Providing detailed reports of your sales activities and outcomes.

Your Profile

- Master's degree in a technical field, preferably Civil Engineering.

- 5+ years of professional experience in sales or a related field.
- Proven ability to work independently and meet sales targets.
- Excellent interpersonal and communication skills.
- Knowledgeable about our product or the ability to understand it quickly.
- Strong negotiation and closing skills.
- Excited about frequent mobility within Italy.
- Excellent command of written and spoken Italian.

Our Offer

- Young, dynamic team of engineers and developers
- Modern office within the NOI TechPark innovation campus
- Flat hierarchies with short communication channels and quick decisions
- Fulfilling, broad and varied field of tasks
- High-quality training and constructive feedback culture
- Latest high-tech gear for best performance and efficiency
- Immediately available full-time position with on-site approach
- Attractive compensation: 50k – 80k €/year depending on experience and skills
- Financial incentives: 20k - 30k based on jointly defined KPIs

Join Us

If you are ready to take the next step in your career by joining a team dedicated to safety, sustainability, and innovation, don't hesitate! Apply and start your journey with CAEmate today to make the infrastructure field safer and smarter.

CAEmate is proud to be an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Apply today and help us shape the future of the civil engineering industry!

- Through our website: <https://caemate.com/careers>
- Via e-mail: info@caemate.com
- Via LinkedIn: <https://www.linkedin.com/company/caemate>