

Sales Area Manager – Europe (Frigel Firenze spa.)

The person will have to manage the assigned markets, dealing with distributors/agents where present, hiring and training new agents where necessary and dealing directly with some important end users.

The markets may be flexibly defined according to the experience of the person, but will for sure include Germany, Austria, Switzerland, Poland, Hungary and Czech Republic. The Sales Manager will be:

*specifically focused on the segment of Refrigeration Equipment for the **Beverage and Beverage Packaging** industries.*

The role reports to the Sales Director EMEA.

He / she will be responsible of the budget of the area in terms of turnover, margin and market share.

Skills:

- *Experience in sales of industrial equipment.*
- *Experience in the bottling industry, preferably in sales of bottling equipment or beverage processing equipment.*
- *Mother tongue German, fluent English. Italian is considered a plus!*
- *Technical education, preferably degree in engineering, will be a plus.*
- *Knowledge of thermodynamics fundamentals and hydraulics fundamentals will also be a plus.*

Availability and prepared to travel on frequent trips to the assigned region and sometimes to corporate HQ in Italy (Florence).

For more information contact:

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