

Key role in developing customer sales in Italy

Position: Key Account Manager
Danfoss Solar Inverters A/S - Italy

If you are looking for a position that challenges your ability to build up close customer relations and boost sales, Danfoss Solar Inverters has an outstanding opportunity on offer. We can offer you an exciting job, which will give you great influence on the success of our company and your career.

Danfoss Solar Inverters develops and markets inverters for grid-connected PV systems. By offering a unique product and support concept, we have built a strong position in the solar energy market and are experiencing very rapid growth in Europe. To help us continue and consolidate this success, we are looking for an ambitious person that can help developing the Italian market.

Your challenges

You will as a member of the international sales team have a key role in developing new customer sales, assure customer satisfaction and maintain the loyalty of existing customers through excellent customer focus on the Italian market.

You will be in charge of:

- developing and expanding share of wallet of existing clients through close collaboration
- identifying and initiating first contact to new potential clients
- identifying and communicating customer benefits using our product line – professionally and trustworthy
- contract negotiation
- reporting relevant trends regarding sales, competitors and the market place

We expect that you

- are experienced within B2B sales; 3-5 years in a similar role, preferably in the PV business
- hold a technical bachelor degree
- have a good command of Italian and English for negotiating purposes and have excellent presentation skills
- are independent, engaged and like working with many people across an organisation
- take initiatives and have a natural drive to make things happen
- work in a structured manner also concerning reporting routines

At Danfoss Solar Inverters we offer you plenty of room to develop personally as well as professionally, and we provide an inspiring working environment with deeply committed and motivated colleagues in a company culture characterised by creativity, commitment, dynamism, customer orientation and sales success.

If you would like to work in a successful company with focus on customers and sales we would like to talk to you. We look forward to hearing from you.

If you are interested, please contact:

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