

North American Sales Trainee

Scope

Sales Trainee will be put through a rigorous training plan to prepare them to be able to move into a sales position with Fabio Perini North America (New Equipment, Aftermarket or Inside Sales). Relocation opportunities maybe available upon completion of training plan.

Qualifications

- Bachelor's Degree required, preferred engineering or business
- 50-60% Domestic travel
- Less than 3 years industry experience, direct college graduates encouraged to apply
- Italian language a plus

Training plan

- 3 months machine training. Including sessions at Lucca, Bologna, Brazil, & FPNA
- 3 months with service techs/installs
- 3 months on the floor – machine assembly & evaluations, PIVOT lab
- 2 months with customer service/spare parts.
- 2 months Tips/Mods installs
- 3 months with different acct execs in the process of quotes/customer visits/ and presentations.
**Then assigned customers and be able to sell simple machines

Compensation

Base: \$45-\$65K depending on overall skills, experience, etc.

Bonus: 10% after completion of training and moved into an Acct Manager Role

Career Progression

Sales Trainee > Account Manager> Account Executive> Senior Account Executive

Benefits

- Dollar for dollar 401K match up to 7%
- Onsite work out facility
- Tuition Reimbursement
- Medical plan with employee costs that are less than average with exceptional coverage
- Company paid uniforms for some positions
- Family atmosphere
- Flexible work arrangements

Job Scope of Account Manager

The primary goals of the Sales Account Representative are to build sales by prospecting for new clients and generate income by nurturing existing customer relationships. In charge of account service, acting as a liaison between Fabio Perini and a select group of clients. Plan, develop, and execute sales strategies to meet an established quota. Assigned a specific territory, selling converting and/or packaging equipment into the tissue and towel industry. Other duties include maintaining account records, such as order history, sales reports, and forecasting reports.

Essential Duties:

Ensure the realization of objectives and programs for the development of North American market:

- Elaborates and proposes targets and plans to market development.
- Clear understanding of market direction and trends
- Maintain good contacts with the technical departments
- Meeting with customers at their facilities to get a hands on understanding of project requirements

Manage the conditions of sale (offers), framework contracts, and discounts on individual negotiations in dealing with customers and sales channels:

- Keeping to the budget that was allocated
- Collaborate with the legal department for the management of contracts
- Collaborate with the administrative/financial department for the management of the condition of sale (ensure payment by the customer)
- View and maintain through all offers and at the same time keep offices informed of the situation and development of the customer developments
- Participate in negotiations in line with the subsidiaries

Attend and manage relationships with client at all levels and representing the company at every opportunity:

- Organize regular meetings of technical collaboration
- Promote products
- Organize targeted visits to customers both within the company and outside the company (provides a friendly atmosphere with the client)
- Participate in trade fairs, open house, etc.
- Making sales presentations to customers, preparing offers and managing contracts
- Writing proposals and developing quotes in CRM
- Identify & manage risks, monitoring product performance against expected deliverables, and make preventive / corrective action where appropriate.