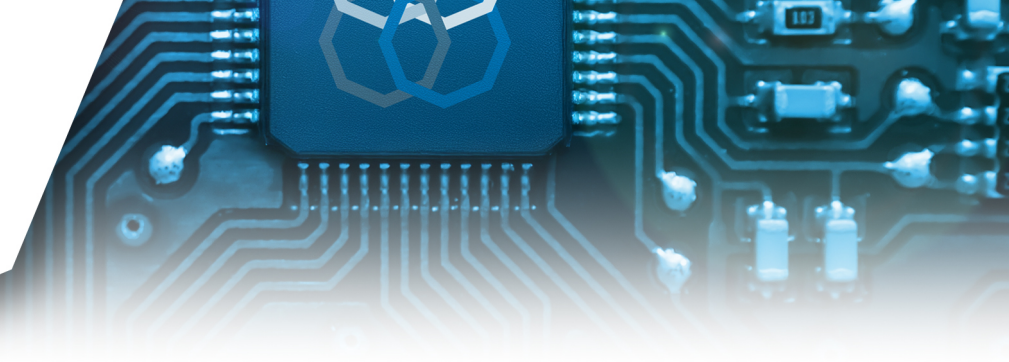
ventec
INTERNATIONAL GROUP



Sales Account Manager, Italy

Ventec Central Europe / Remote

Ventec International Group is an ambitious publicly listed (TWSE:6672.TT) global supplier of advanced PCB base material solutions with a dedicated global supply chain and technical support network that delivers unparalleled customer satisfaction and localized support in all major territories.

Increasing market share driven by a significant rise in demand for our latest high-spec PTFE, hydrocarbon and bond-ply ranges as well as our established polyimide, IMS and FR4 materials have meant that we are continuously looking for new talent to join our team in Europe.

We are looking for a self-motivated **Sales Account Manager – Ventec Central Europe** ideally with experience in the PCB industry. This position requires significant selling experience (5+ years) in the Electronics and PCB industries. Candidates must possess a proven & consistent history of proactive sales growth with OEM customers. Most notably they must be able to connect with OEM contacts that have decision-making capabilities.

Key responsibilities

- Promote, sell, and close business for all Ventec product lines with significant focus on key OEM accounts and PCB manufacturing customers.
- Track projects and submit monthly updates to management.
- Support and utilize technical support team when needed to close more business.
- Execute and use value and solution selling tools and approach to win more business.
- Coordinate cross functional resources when applicable.
- Assist in coordination and set-up of relevant trade show events.
- Assist in strategic planning initiatives.
- Assist in market and customer intelligence gathering.
- Recommend pricing strategies.
- Participate in territory revenue forecasting events.

Job requirements

- Entrepreneurial spirit, positive high energy and desire to win.
- Proactive and self-motivated work strategy to develop and win business for all business units.
- Able and willing to travel as needed domestically and globally.
- Excellent written and oral communication skills in English (additional languages a plus).
- Excellent computer skills (Microsoft Office, especially Excel).
- Possess good sales acumen.
- Proven ability to work well and thrive in a team environment.
- Proven track record securing new business at OEM accounts.

Please apply in the strictest confidence, enclosing your CV to: jobs@ventec-europe.com