

Sales Executive Italian Market

Are you ready to build something from the ground up in Italy? Do you enjoy turning conversations into partnerships and opportunities into long-term clients? Then this might feel less like a job... and more like your next move.

Samenvatting

Locatie: **Nijmegen**

Dienstverband: **32-40 uur**

Salaris: **Bekend bij SelectieTeam**

What will you be doing here

Your main focus? Developing the Italian market.

You turn prospects into clients by actively following up on leads and spotting new business opportunities. At the same time, you maintain and grow existing accounts. You build relationships that last.

You negotiate your own deals. Independently. Confidently. But never alone — there's always a team behind you.

Besides sales, you help improve internal processes and keep the team aligned. Because growing a market isn't just about closing deals. It's about building structure.

Responsibilities

- Develop and grow the Italian market
- Follow up on leads and generate new business opportunities
- Maintain and expand existing client accounts
- Negotiate deals independently
- Keep CRM and internal processes up to date

What your day could look like

Starting together

09:00. Coffee. Quick catch-up with your teammates. You review priorities, share deal

updates, and check who needs support.

Building relationships

You connect with clients, explore opportunities, and become their trusted point of contact. You compare prices, check availability, and make sure agreements are solid. At 11:30, you negotiate your own deals — focused and sharp.

Momentum throughout the day

After lunch with colleagues from over 25 countries, you follow up on leads, update your CRM, and keep communication clear and friendly. You align with other departments and international colleagues to keep everything moving smoothly.

Before the day ends, you take time to learn something new. A product detail. A sales skill. A fresh idea. Growth here is constant.

And if you feel like it? You finish your day with a workout in the company gym.

Where you will be working

You'll join an independent IT circular system integrator focused on Managed Service Providers. Active since 2006 and headquartered in Nijmegen.

The team is multicultural and diverse, with colleagues from more than 25 countries and operations in over 80 countries worldwide. The organization is part of an international IT group with four companies across Europe and Asia.

They work on sustainable IT infrastructure solutions — contributing directly to a circular economy. Growth is part of the company's DNA. International collaboration is the norm.

Who we are looking for

- You speak Italian and English fluently
- You have at least 2/3 years of experience in a similar sales role
- You are driven to achieve your targets
- You are confident using phone, social media, and direct communication
- You are a true team player
- You enjoy learning and developing yourself

- You feel comfortable in an international environment
- You bring energy and positivity

What you can expect

- Market-based salary + commission + 8% holiday allowance
- Permanent contract from the start
- Pension plan (15% contribution, 50/50 split)
- Continuous training and development
- International, multicultural team
- Freedom to create a healthy work-life balance
- Company gym, weekly professional group trainer, and lunch plan
- A competitive and energetic team environment

Curious?

Feel free to contact David at 06 13093360 if you have any questions.