



*Creating a Powerful Future*

## Sales Manager (m/f/d) for Italy

We are looking for an energetic, self-motivated and talented Sales Manager to join our team. The focus will be to engage customers and assist in developing the Solar Fabrik business, and brand, to its fullest potential. If you have extensive sales experience, a proven track record in B2B sales and a profound knowledge of the solar industry or renewable energies, we look forward to receiving your application.

### These are your tasks:

- + Establish, develop, and maintain relationships with current and prospective customers in Italy
- + Manage the entire value-based sales cycle from client qualification to objection handling, negotiation and closing
- + Develop and execute plans to maximize sales with strategic partners in the region
- + Manage all aspects of new sales opportunities, sales activities and forecasting
- + Work with the wider sales and marketing team to develop plans, strategies and promotional activities, to drive business growth

### About you:

- + You have a bachelor or master degree in economics, or comparable education with a focus on sales/marketing
- + You have more than 3 years' experience in sales, ideally in the solar industry
- + You have exceptional communication skills and the willingness to work collaboratively as a member of a team with a positive 'can do' attitude
- + You are customer oriented and have an excellent sense of customer needs and market trends
- + You have strong analytical skills and the ability to evaluate complex issues and make strategic decisions
- + Your ability to grasp things quickly supports your way of working
- + You ideally live in Italy and are willing to travel
- + You are a native speaker or have a very good command of written and spoken Italian
- + You have a good command of German or English for communication with our team

### What we offer:

- + exciting role in a growing and sustainable company
- + a competitive salary, plus bonus
- + flat hierarchies and the opportunity to actively contribute your own ideas
- + a comprehensive induction
- + extraordinary work spirit and team culture in a dynamic environment

Solar Fabrik is a family-run company with many years of experience in the photovoltaic industry. We distribute high-quality solar modules and associated components to large PV installation companies and specialised wholesalers in predominantly European countries with a focus on Germany. We attach great importance to efficient processes coupled with long-term personal contacts and co-operation based on partnership.

Hermann-Niggemann-Str. 7-9, 63846 Laufach  
[www.solar-fabrik.de](http://www.solar-fabrik.de)

Are you interested? We look forward to receiving your application including your salary expectations and availability to: [bewerbungen@solar-fabrik.de](mailto:bewerbungen@solar-fabrik.de)