

Since 2007, Asyрил has been developing and commercializing its "Asycube" family of innovative flexible feeding systems for automation. Our products are key components for the Smart Factory of the future and Industry 4.0. Our state-of-the-art technology is revolutionizing the feeding industry and is highly demanded in various domestic as well as international markets.

Learn more about Asyрил and our products at www.asyрил.com

In order to support our growth, we are currently seeking a highly motivated

Regional Sales Manager, based in northern Italy (home office)

Reporting to the Chief Sales & Marketing Officer of the head office in Switzerland, you will:

- Coordinate and execute sales activities and marketing of Asyрил products in Italy and the Balkans;
- Maintain and expand relationships with system integrators, distributors and contacts;
- Help partners to acquire, develop and support new customers;
- Listen to and analyze customer needs;
- Draw up, submit and negotiate sales offers;
- Assist our partners in preparing sales offers;
- Actively manage sales funnel and maintain our CRM database;
- Monitor ongoing projects;
- Manage tasks and sales activities according to our Quality Management System;
- Create and update sales forecasts and reports;
- Prepare sales documentation and take part to trade shows and commercial events;
- Gather customers' requests, as well as competitor and local market information to further develop sales strategies and products;
- Communicate requests or information to other subsidiaries.

Your qualifications:

- Background in a technology-related field, especially knowhow in industrial automation or robotics industry;
- At least 10 years' experience in technical sales in a B2B environment;
- Motivation for sales, excellent presentation and negotiation skills, results driven;
- Well organized, team player and flexible;
- Availability to travel (up to 40-60% of working time, in Italy, Balkan countries and Switzerland);
- Italian speaking, with advanced English skills. Additional languages a plus;
- Driver's license.

Innovation, challenge, team spirit and open-mindedness are part of Asyрил's culture. Every day is unique. Joining Asyрил means joining a fast-growing company and benefiting from a multicultural and stimulating environment, with varied activities.

Our head office is located in Switzerland. We have an international presence, with subsidiaries in Germany, the USA, Japan and Singapore.

If you are interested in this challenging role, apply now by sending your complete application (in English or Italian) to: hr@asyрил.com