

Technical Sales Engineer

Cement Commercial

Sede di lavoro: Merone (CO)

The Position

As an exciting business looking to continue its growth strategy, **Holcim (Italia) S.p.A.** is looking for a strategic position for **Technical Sales Engineer** with experience in the civil construction industry.

Combining commercial and marketing skills with in-depth technical knowledge, the Sales Engineer is able to understand customer needs in detail, supporting sales colleagues in building and structuring together the best sales proposal.

If this sounds like a great opportunity for you, join us !.

Job Responsibilities

Responsible for technical knowledge of Dry Mortar product range (technical, application and regulatory knowledge), this include mapping, analyzing and benchmarking competition in the reference market.

Understand customers' requirements along different sales channels, prepare technical and commercial documentation, closely work with salesforce to build effective sales offering, provide pre-sales and post-sales technical support. Be the main interface to deal with product applicators, prescribers, end-users or other influencers.

Responsible for identifying growth opportunities, provide plans and direction for developing product range, targeting new market / channel segments and devise regional sales strategies in line with Management by advising on best value added solutions to maximize revenue and profitability.

Expand market awareness of our products and our industry experience by communicating the features and benefits of our products and services effectively

Understand the market trends and customer expectation to communicate to senior management for taking timely actions

Ensures that Company initiatives, policies, procedures are implemented and communicated effectively.



Required Qualifications And Experience

- Enthusiasm for building progress
- Bachelor and/or Master degree in Engineering (Civil, Building and Construction, preferred) or alternatively Architecture
- Work experience at least of 6-8 years managing projects in similar industry / market environment
- Knowledgeable/Experience in dry mortar business (regulations and technical specifications) or similar products
- Strong customer service mind-set, problem solving , analytical skills.
- Excellent organizational, interpersonal and communication skills. Attitude to work in a team.
- Advanced selling/negotiation skills, financial analysis/management skills and marketing
- Able to set priorities and communicate effectively with all the different and multiple stakeholders
- Advanced computer skill is a must.
- Fluent/Good knowledge of English
- Being an active team player

About Holcim

Holcim builds progress for people and the planet.

As a global leader in innovative and sustainable building solutions, Holcim is enabling greener cities, smarter infrastructure and improving living standards around the world. With sustainability at the core of its strategy Holcim is becoming a net zero company, with its people and communities at the heart of its success.

Holcim is active in four business segments: Cement, Ready-Mix Concrete, Aggregates and Solutions & Products.

We are an equal opportunities employer, making no distinction on the basis of race, national origin, gender, gender identity, sexual orientation, disability or age.

Our workplace is a safe environment where individuals can be themselves and where



we promote a diverse workforce. We are an equal opportunities employer, making no distinction on the basis of race, national origin, gender, gender identity, sexual orientation, disability or age.

More info at <https://www.holcim.it/>

Now, are you ready to #buildprogress with us?

Apply to us in English language by sending your CV with salary expectations

and possible starting date to: hr-ita@holcim.com