



Junior Field Sales Representative in the Play and Fun segment – Italy

Are you a playful, curious, proactive and results-driven individual with a passion for building lasting client relationships? Do you thrive in a dynamic environment where meeting sales targets is both a challenge and a reward? If so, we're looking for you to join our team as a **Junior Field Sales Representative in Italy** to work with our leisure concepts and find the best solutions for our clients.

We expect that you live in Italy and master Italian language, of course!

About us:

SPI Global Play is the leading full concept supplier and manufacturer within leisure and entertainment industry. We plan, design, develop, produce, install and service everything from small play structures to large experience-based leisure facilities and multi-leisure centers. SPI Global Play is a part of the international group 'Global Leisure Group'.

Our business idea is to offer companies all around the globe complete concepts and turn-key solutions to create unique experience-based activities for all ages in public and commercial environments. From Family Entertainment Centers (FECs), trampoline parks and mini golf areas to fully equipped multi-leisure centers, we offer complete turn-key solutions for businesses of all sizes.

You can find more information on our website: www.spiglobalplay.com

Responsibilities:

- **Sourcing New Prospects:** Identify and pursue new business opportunities through proactive prospecting and networking efforts.
- **Sales Projects:** Guide the customers and lead the sales process to assure successful development of the right solution for each customer.
- **Negotiation and Closing:** Skilfully negotiate terms and conditions with prospective clients, leading to successful closure of sales deals.
- **Meeting Sales Targets:** Consistently meet and exceed personal and team sales targets through dedicated effort and strategic sales tactics.
- **Building Client Relationships:** Cultivate strong, trust- and knowledge- based relationships with clients to ensure long-term satisfaction and loyalty.
- **Attendance at Meetings:** Participate in regular meetings with clients to penetrate the market and win business.
- **Follow-Up:** Provide timely and effective follow-up to inquiries, leads, and existing customers to nurture relationships and maximize sales opportunities.
- **Forecasting:** Utilize market insights and sales data to accurately forecast sales projections and contribute to strategic planning initiatives.
- **Assessing Customer Needs:** Understand the unique needs and challenges of each customer, offering tailored solutions to address their requirements effectively.
- **Multitasking:** Work in a structured way with many customers and their projects simultaneously to meet the deadlines and achieve results.
- **Trade Shows:** Participate in exhibitions and trade shows, as well as networking events.
- **Reporting:** Report on the status of customer accounts, sales opportunities, sold jobs and pipeline.

**Skills Required:**

- Minimum 2-3 years' experience of field sales
- High school education in trade, business, marketing or economics
- Fluency in Italian and English is essential.
- Strong communication and interpersonal skills.
- Proven track record of sales success.
- Ability to work independently and as part of a team.
- Excellent negotiation and persuasion abilities.
- Attention to detail and strong organizational skills.
- Good planning and multitasking ability.
- Having a driving licence and your own car is essential for the job.
- Knowledge of the Office toolbox (Excel, PowerPoint, Word, etc ...)

Additional Skills (Preferred but not Required):

- Experience in a similar field sales role.
- Knowledge of CRM software SuperOffice or similar CRM system.
- Knowledge of LinkedIn navigator tool.
- Additional language proficiency is a plus.

If you're ready to take on a challenging yet rewarding role in sales, apply now to become part of our dynamic team. Join us in shaping the future of our company while advancing your career in sales.

Your office in Italy is based in: Milan, Italy

Travelling days approx.: 2-4 days per week.

We offer:

In our rapidly growing company group in the play and leisure industry we offer a wide range of opportunities for personal development. We don't just offer you a job; we invite you on a journey of self-discovery and professional exploration.

Join us and let's embark on this exciting adventure together.

Please submit your resume and cover letter detailing your relevant experience and why you're the ideal candidate for this position.

Please send your resume to employment@spiglobalplay.com.

Last day of applications: 3rd May 2024.