



Sales Manager Italy

Magnetic encoders

Are you a dynamic and ambitious sales professional with experience selling high-tech products? Are you ready to take on a new challenge and contribute to the growth of a global leader in magnetic encoders?

RLS d. o. o., a renowned developer and manufacturer of innovative magnetic encoders, is looking for a Sales Manager in the Italian region to build a strong market presence.



Key responsibilities

- ▶ Drive sales of RLS magnetic encoders in Italy.
- ▶ Develop and implement sales strategies in collaboration with the Sales and Marketing Director.
- ▶ The role will focus on expanding the cooperation with existing customers through strong key account management and identifying and developing new business opportunities in new industries and applications.
- ▶ Follow up on leads generated through marketing initiatives such as the company website and trade shows.
- ▶ Provide first level technical support to customers.
- ▶ Act as an interface between product managers and customers.



Key competences

- ▶ Possess strong business sense coupled with technical acumen.
- ▶ Proactive and independent in seeking new business opportunities.
- ▶ Proven ability to lead the sales process from planning to successful closing.
- ▶ Excellent communication and interpersonal skills and the ability to present and influence credibly and effectively.
- ▶ Able to identify, address and overcome objections.
- ▶ Strong analytical skills to analyse sales data, understand market trends and competition and improve sales strategies.



Key requirements

- ▶ Minimum 5 years successful sales experience, consistently meeting or exceeding targets.
- ▶ Degree in engineering or relevant experience in high-tech product sales.
- ▶ Knowledge of encoder technology is an advantage
- ▶ Familiarity with target markets and applications (e.g. robotics, electric motors, machine tools, industrial automation, off-highway vehicles, AGVs) is an advantage.
- ▶ Willingness to travel.



What we offer

- ▶ You will receive a comprehensive introduction and training on our products, market and company culture.
- ▶ Initially, you will focus on servicing existing customers and following up on already generated leads. In parallel to your integration into the company, you will start identifying and approaching potential new customers. Throughout your journey, HQ will actively support you with both technical questions and the more administrative tasks.
- ▶ Your personal development is very important to us and we encourage your ongoing professional development through workshops, seminars and conferences.

This is your chance to make a mark with high-quality, innovative products. If you are an ambitious sales person who excels at building trust, you should seize this opportunity. Join the RLS team and shape the future of magnetic encoders in the EU market.



How to apply?

Send us your application and CV to careers@rls.si with "Application - Sales manager Italy" in the subject line.

We regularly review applications so please submit your application as soon as possible. Please note that we will treat all enquiries confidentially and will respond to you at the email address provided.

If you would like to know more about the position, please feel free to contact Ms. Darja Skok at +386 1 52 72 247.

About RLS

With a vision to become the world's leading supplier of magnetic encoders, RLS has a clear focus on R&D and innovation and has achieved impressive average annual sales growth of 20% over the last 30 years.

Our expertise spans various industries, from advanced surgery and collaborative robotics to machine tools and semiconductor applications.

Our headquarters in Slovenia encompass manufacturing, R&D and sales, ensuring streamlined operations and world-class quality.

Our highly motivated and dedicated team of around 270 employees, including 70 professionals in research and development, contributes to our continued success.

RLS places great emphasis on employee satisfaction and invests in a motivating work environment that promotes teamwork, innovation, equality and inclusion. This is why

RLS is awarded year after year for the best employee satisfaction in Slovenia.

We work closely with our partner company Renishaw, which owns 50% of RLS and distributes our products in most global markets. In the past two years we have taken over distribution in certain EU markets, built up our own sales network and now sell directly to end customers.

We are now looking to build our own distribution network in the EU. To achieve this goal, we are looking for a highly skilled sales representative who excels in selling technical solutions and can drive business growth in the Italian region along with our strong support.

For more information about RLS d.o.o. and our products, please visit our website at www.rls.si