



Vetrotech Saint-Gobain International AG is an international leader in the production of fire protection, safety and high performance glass for buildings and marine. Having grown successfully the market over many years, Vetrotech – with headquarters in Switzerland - has several production sites in Europe and overseas as well as sales offices and its own test laboratories for safety glass.

To achieve and implement the new vision of Vetrotech the sales targets and the budget for Italy (office in Milan) we are currently looking for:

Junior Technical Sales Engineer (f / m / d)

Your duties:

- You are our reference for internal sales in Italy.
- You are responsible for entering sales and quotes in our IT / CRM systems, supporting the Country Manager and coordinating with the colleagues in our office in Paris.
- You are the promoter of our range of products (fire resistant glass, protective glass such as bulletproof, explosion proof, etc.) and of some sister-company products, such as SageGlass.
- You will be in daily contact with the Saint-Gobain Italia organization and with customers to communicate information on orders / quotes / payment conditions and logistical aspects.
- You are able to communicate with any stakeholder in the market and within Vetrotech, and this at any level of hierarchy.
- You support the Country Manager in his daily and strategic activities (customer support, execution of the sales strategy, ecc.)
- You are ready to travel to Italy up to 20%.

Your profile:

- You are a great team player.
- You are well organized and reliable
- You have a degree in technical architecture and / or civil engineering in construction or proven experience of at least 2-3 years in one of those sectors.
- You have 1 to 3 years of experience in sales of building materials and facades in the Italian market.
- You have excellent technical and personal communication skills in order to establish and maintain outstanding relationships with customers, logistics companies, including financial and delivery follow-up.
- You are used to work autonomously according to objectives.
- You are happy to work with a remote team and to work in a matrix organization.
- You are familiar with building codes and related codes.
- You bring CRM experience and love to use them on a daily basis.
- You have a valid driving license.
- You are a native Italian speaker (excellent oral and written skills are required) and you have an excellent knowledge of English. French is an advantage.

Our offer:

- A new role to support our traditional business in a new way.
- A position in an international and exciting environment.
- An opportunity for you to make a difference with your knowledge.
- An opportunity to support our company in its continued success.

Interested? Then please send the complete application with the indication of the reference number VET-202118 to hr.vetrotech@saint-gobain.com.

For further information, please contact Marco CADIOLI, Market Manager Italy: +39 375 6831852.

Please be aware that your application will be sent to countries outside of Italy such as Switzerland and France.