

Leading international company manufacturing design furniture products with typical Italian taste is looking for a **passionate, goal-oriented and pro-active** person to involve in the sales team (Area Manager Italy).

JOB's CONTENT

Getting in touch with top performer design-architecture studios/professionals with international standing and aiming to promote and sell specific products to position in their projects. Activities regard:

- Managing Italian sales team (Agents and Promoters) in all sales activities;
- Contacting, visiting and engaging with architects and designers;
- Providing them info materials - tech documentation and specific solutions for their projects;
- Getting involved in the project, making offers, selling and accompanying the client during the acquisition process.
- Collecting feedback – opinion and comments about the products matter;
- Being of support to sales force in flashing potential business opportunities.
- Working based on customer service, problem solving and great availability to the clients.
- Reporting to headquarters on periodic timing;
- Travelling around Italy on a weekly basis (3/4 days a week).

REQUIRED SKILLS

We're looking for a young man/woman with an architectural or design degree with specific experience in sales execution and management.

What matters is his/her **ability in seeing both technical and aesthetical solutions in interior designing project together with a strong capability in engaging good interpersonal relationships.**

Fluency in English is mandatory.

Good capability in using computer application (such as Ms Office – Autocad) is needed. Resident in Italy.

SPECIFIC

We offer the possibility to join a dynamic team working in an extremely fast and evolving multinational environment with good conditions related to specific candidate's features.

Send CV to: jroda@linvisible.it

Linvisible was created in 1994 out of the experience of Portarredo Srl, an Italian company founded in the early 80's that specializes in manufacturing doors and locking systems featuring exclusive designs and materials. Portarredo distinguished itself from the very beginning thanks to the fully developed technological value of its products, and succeeded in earning a name with its brand at the top of the market of windows and doors. Through close collaboration with architects and engineers, Portarredo has developed products that look into the future of home living, anticipating market trends and needs. In the initial project, studies and researches were merged in order to propose personalized design configurations for architecture solutions aiming to satisfy demanding expectations, different tastes and a variety of lifestyles. Linvisible was born from this project, arising as the first-ever trademark in Italy to manufacture doors and locking systems totally flush to the wall. This exclusive and patented "invisible system" eliminates the need for doorposts, frames or exposed hinges, providing our doors with perfect smooth opening and motion. This practical and innovative system found its inspiration in the objective of hiding and "masking" locks and openings in the walls; this is the fundamental concept of Linvisible philosophy. In fact, Linvisible system is the technological evolution of an old concept: dungeons. Doors that exist in perfect continuity with their setting, and were used throughout history to conceal from view, openings whose existence we shouldn't be aware of. Over the years, the evolution of taste and architecture demands has turned doors into a key feature of interior design. Under this premise, Linvisible continuously works and finds inspiration from designers to deliver tailor-made interior design pieces with maximum versatility and personalization. In the spirit of constant evolution and looking into the future, Linvisible has inevitably grown and expanded its horizons into the international scene.