

Key Account Manager North America

Full Time Associate

Leading international company manufacturing design furniture products with typical Italian taste is looking for a **passionate, goal-oriented and pro-active** person to get involved in the sales team (**North America region: USA and Canada**).

JOB DESCRIPTION

Getting in touch with **top performing design and architecture studios**, professionals with international standing with the aim to promote, position and sell specific products for their projects.

The main activities regard:

- Contacting, visiting and engaging architects and designers;
- Providing them with informative materials such as technical documentation and specific solutions for their projects;
- Get involved in their projects, make offers, sell and accompany the client through the acquisition process.
- Collecting feedback, opinion and comments, everything regarding our products and services;
- Being of support to the sales force in highlighting potential business opportunities.
- Work based on customer service, problem-solving and complete availability to the clients.
- Reporting to headquarters periodically;
- Travel to the North America region on a monthly basis for 10/12 days.

REQUIRED SKILLS

We're looking for a young woman/man with an architectural or design degree/background, with no specific job experience.

What matters is hers/his **ability in seeing both technical and aesthetical solutions in interior design projects, along with a strong capability in engaging in quality on interpersonal relationships.**

Fluency in English is mandatory (knowing Spanish would be a benefit).

Proficiency in using computer applications (such as Ms. Office – Autocad) is needed.

Resident in Italy.

SPECIFICS

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.

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.

If you are interested, send your CV to:

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jroda@linvisible.it