

Aluvision – Sales Manager Italy

Your Role

Aluvision is a fast-growing international company and a market leader in innovative modular exhibition systems for exhibits & events, retail, and interior design. Our high-quality, sustainable solutions are trusted by global brands and partners to create impactful and flexible environments.

To support our continued growth, we are expanding our presence in Italy and are looking for a driven **Sales Manager Italy** to accelerate our commercial success in this key market.

As Sales Manager Italy, you grow our customer portfolio through active prospecting and lasting partnerships. You combine commercial drive with technical understanding to advise customers. You report directly to the Sales Director.

Your Responsibilities

- Develop and implement the sales approach for Italy, monitoring your pipeline, market trends and competitors.
- You detect potential sales opportunities by thinking in a non-conventional way.
- You identify the right decision makers and convince them of the opportunities the Aluvision products can offer them.
- Actively visit prospects and customers, acquire new B2B clients and grow existing accounts.
- Analyse customer needs, provide technical advice and deliver product presentations and demonstrations.
- Work closely with internal sales on proposals, negotiations and timely, accurate follow-up.
- Represent Aluvision at trade fairs and networking events.

What you bring

- A professional sales experience of minimum 5 years
- Experience in B2B sales, business development, field sales or account management, with success in acquiring new customers.
- A proactive hunter mentality, strong communication and negotiation skills, and an independent, structured approach.
- Technical understanding and solution-oriented selling skills; experience in exhibitions, events or display systems is a plus.
- Fluent Italian, a good command of English, and commercial or technical education or equivalent experience.
- Willingness to travel across Italy for approximately 60% of your working time.

What we offer

- The opportunity to grow our Italian market within an international company, with autonomy and room for initiative

- A competitive remuneration package with attractive benefits, reflecting your experience.
- Innovative products and ongoing opportunities to develop your product knowledge and commercial skills.
- An open company culture where collaboration, innovation and customer focus matter.

<http://www.aluvision.com>