



Vacancy

Area Sales Manager - Veneto (Italy)

MAXI MELT



Maxi Melt supplies custom metal components for high performance machinery in the plastics processing industry. Thanks to their continuous growth, they are looking for an Area Sales Manager – Veneto (Italy) who will take advantage of the opportunity to lead their expansion strategy.

Requirements

- 15+ years experience
- In new customer acquisition
- Background in plastics industry
- Commercial and strategic mindset
- Results-oriented and willing to frequently travel
- Communication skills and entrepreneurial attitude
- Fluency in Italian for internal communication

 **Veneto (Italy)**

 **Minimum of 15 years' experience**



About the company

Maxi Melt

Maxi Melt is an Italian-based company undergoing an expansion phase. It has offices in The Netherlands and a large customer base in Germany, France, and Spain. Maxi Melt tailors its designs to the specific needs of each customer and manufactures all the mechanical components required in the plastics industry. Thanks to their customized manufacturing process, they create profitable products with unique designs. By focusing exclusively on each customer's needs, they lower costs and waste, from injection molding or extrusion products, to screw design.

Maxi Melt has more than sixty employees in its offices and has been in Italy since 2009, where they have developed a solid portfolio between the areas of Veneto, Piedmont, Tuscany, Marche, Emilia Romana, and Lombardia. It is a very profitable company with a great expansion margin that is currently between ten and twelve percent EBITDA. That generates a very significant investment and expansion opportunity. ▶



Vacancy

Area Sales Manager – Veneto (Italy)

Maxi Melt is looking for an Area Sales Manager for the Veneto area in Italy with deep market knowledge and a commercial mindset. Their focus is on the expansion of the North / East Region of Italy and they'll be involved in structural growth of the organization and work hand-in-hand with colleagues from the rest of Italy. That's why they will also be the meeting point between company and customers in the Veneto Area in Italy.

The Area Sales Manager will provide commercial and technical support to clients, understand their needs and propose solutions. They will maintain the current client portfolio and look for necessary opportunities to enhance it in a way that generates consultations and turns them into specific requests. This role will grow the team and prepare appropriate marketing and sales plans for the area's expansion, while maintaining more than thirty-five clients who already have the services of the company in Verona, Padua, Treviso, and Vicenza. ▶

This position is a challenge to the new Area Sales Manager Veneto in Italy. They have the opportunity to develop a broad career with a positive future, they will report directly to the people in charge of the company, and learn from their experiences. ■



Interested?

Maxi Melt is working with Top of Minds to fill this vacancy.

To express your interest, please contact Julia Besa at juliabesa@topofminds.com.

“We build the parts ourselves. When a customer has a problem, we are willing to investigate until we find a solution. From this solution comes a new part design. “We are in the market because we can solve our customer’s problems.”

**Ronald Kleerebezem,
International Sales Manager of Maxi Melt**