

Technical Sales Manager

Location: Settimo Torinese (Turin, Italy)

Industry: Automotive / Industrial Components / Metalworking / Aerospace

About Us

We are a dynamic and well-structured industrial manufacturer specializing in the engineering and production of components and tooling for the automotive, industrial, and aerospace sectors. To strengthen our organizational structure, we are seeking a highly operational **Technical Sales Manager** with strong expertise in project management and interacting with major OEMs, customers, and supply chain partners.

Role Overview

The selected candidate will manage the full lifecycle of client projects: from business development and proposal management to technical-operational coordination with internal departments (Engineering, Tooling, Logistics, Quality) and the supplier network.

Key Responsibilities

1. Business Development & Commercial Management

- **Business Development:** Identify and initiate contact with potential clients, manage the existing account portfolio, update price lists, and define strategic targets in coordination with Senior Management.
- **RFQ & Proposal Management:** Analyze Requests for Quotation (RFQs) received from clients (evaluating technical-operational feasibility, timelines, data gaps, and calculating sales pricing).
- **Supply Chain & Supplier Scouting:** Engage and manage suppliers (tooling/molds, various outsourced machining, raw materials, auxiliary items, packaging, logistics, checking fixtures). Collect quotes and evaluate their technical and economic alignment.
- **Costing & Bidding:** Perform cost analyses, draft technical-commercial proposals, conduct Offer Reviews, and upload bids onto customer portals (including economic data, technical specifications, logistics, production capacity, and Spending Curves).
- **Negotiation & Project Kick-off:** Participate in Technical Reviews, align on Target Settings with Management, negotiate best pricing with suppliers, define Technical Kick-Off (TKO) parameters, and manage initial contractual agreements.

2. Automotive Portal Management, Cross-Functional Coordination & Documentation

- Hands-on operation of dedicated client portals (e.g., Stellantis) within the scope of responsibility.
- Active participation in progress status calls and technical review meetings with clients.
- Management of CAD data/technical drawings; support for mold design, internal machining processes, equipment analysis, and validation, culminating in sign-off approval alongside cross-functional teams.
- Provide support for engineering changes, spare parts, drawing archives, and extraordinary maintenance.
- Provide commercial support to Logistics in managing production run-outs.

- Assist Quality & Metrology teams in drafting standard quality documentation (Control Plan, PFMEA, APQP, PPAP) and liaise on tolerances and alignments.

3. Project Launch & Process Engineering

- Monitor project timelines to ensure compliance with agreed customer milestones: prepare technical data sheets, oversee outsourced activities, plan mold trials, and supervise initial sample deliveries.
- Attend regular and ad-hoc meetings to manage engineering changes, supply status, logistics, and critical issues.
- Monitor all product industrialization phases (APQP) in synergy with other company functions through project completion, technical/functional sign-off, and handoff into mass production. Conduct progress calls with clients.

Candidate Profile & Requirements

- **Education:** Technical Diploma or Bachelor's/Master's Degree in Engineering (Mechanical, Industrial, or Materials Engineering) or equivalent technical background.
- **Experience:** Prior experience in a similar role within the automotive, metal stamping, or precision machining sectors is preferred.
- **Technical Skills:**
 - Proficiency in reading 2D technical drawings and working with 2D/3D software (VISI CAD).
 - In-depth knowledge of manufacturing processes (tooling, stamping/molding, welding, laser cutting, thermal/surface treatments).
- **Soft Skills:** Strong commercial acumen, excellent negotiation and organizational skills, proactive attitude, and cross-functional problem-solving abilities.
- **Languages:** Good knowledge of written and spoken English (B1 level minimum). Most of the daily activities will be conducted in English.

What We Offer

- **Employment Type:** Direct permanent employment contract (*contratto a tempo indeterminato*).
- **Collective Bargaining Agreement:** Position governed by the Italian Metalworking Industry National Collective Bargaining Agreement (CCNL Metalmeccanici Industria – CNEL code C011).
- **Compensation Package:** Competitive gross annual salary (EUR 40,000 – 60,000 gross/year), commensurate with experience and proven expertise. The indicative salary range for this position is determined based on objective and gender-neutral criteria, such as:
 - Relevant industry and role experience;
 - Complexity of responsibilities and level of autonomy;
 - Technical and language proficiency;
 - Any team coordination or leadership responsibilities.

- The overall compensation package will fully comply with or exceed the minimum levels prescribed by the Metalworking National Collective Bargaining Agreement for the assigned job classification level, including mandatory contractual benefits (additional monthly pay, seniority increments, and any applicable allowances).
- A dynamic work environment offering clear opportunities for professional growth.
- Ongoing training and direct involvement in key business decision-making processes.

Equal Opportunity & Non-Discrimination Statement

Our company complies with the principle of equal pay for equal work or work of equal value and adopts compensation systems based on objective and gender-neutral criteria, in accordance with applicable laws on gender equality and pay transparency.

All applications are evaluated without direct or indirect discrimination based on gender, age, ethnic origin, religion, sexual orientation, disability, or any other personal status. This job posting is open to candidates of all genders. Salary history from current or previous employment will not be requested during the selection process.

Salary criteria and advancement pathways are established according to the National Collective Bargaining Agreement (CCNL Metalmeccanici Industria) and internal company policies, and are accessible to employees in compliance with pay transparency regulations.