



Volvo CE Italia S.p.A	Compact Business Manager
Sales Department	2024

VOLVO CONSTRUCTION EQUIPMENT ITALIA S.P.A.

Volvo Construction Equipment (Volvo CE) - part of Volvo Group - is a major international company that develops, manufactures and markets equipment for construction and related industries. With over 16,000 employees, Volvo CE is one of the largest companies in the industry. Their wide range of products and services are offered in more than 140 countries through the global distribution network. Their human-centric focus is what makes Volvo Group different from all other automotive companies. They offer an attractive, inspirational working environment that supports people growth and provides stimulating challenges. For the growth and development of the Volvo CE Italian Sales Company – a branch of the successful, global company passionate about creating sustainable business and empowering people - we are looking for a:

Compact Business Manager

Hierarchical Reporting	Company Area
Head of Business, Finance & Sales CBU	Sales Department

Job Summary

We are seeking a dynamic and results-driven Business Manager for sales activities through targeted Volvo customers and dealers.

The Compact Business Manager will be field based in Italy working out of the Volvo CE Italia HQ office and will report to the Head of Business, Finance and Sales for the Compact Business Unit.

The Business Manager will be responsible for developing and executing strategies to drive customer and dealer participation, product competence and confidence, and overall sales growth in Italy for the Compact Equipment Business including e-mob machines.

This role will also be part of a larger team that focuses on Compact Equipment sales growth through all channels to market in Europe.

Main Responsibilities

- **Sales Strategy Development and Implementation:** Through working with the Head of Function and Volvo CE Italia, develop and implement comprehensive sales strategies to penetrate the compact equipment market, with a focus on customer and dealer participation, increasing sales volume including services and market share.
- **Compact E-Mob Strategy and Development:** Build upon the early development of our EMOB strategy to continue to drive the market and customer transformation to electric machines.
- **Dealer Integration into the Compact Market:** Drive sales and support competencies within the dealer network which supports increased sales volumes and customer satisfaction.
- **Market Analysis:** Conduct market research and analysis to identify customer opportunities by segments and by branch locations. Stay informed with industry trends, competitor activities, and market dynamics. Arrange and attend Trade Shows to support sales of Volvo products.
- **Sales Activities / Forecasting / Reporting:** Actively participate in the dealer's development of forecasting stock requirements, sales training, demonstrating, fleet development and sales forecasting. Prepare accurate sales forecasts and reports for management review.
- **Support Activities:** Work closely with the After Market Sales Manager to coordinate required service, parts support and attachment opportunities.
- **Product Knowledge and Promotion:** Stay updated on product features, specifications, and benefits. Collaborate with marketing teams to develop promotional materials and campaigns tailored to market needs.

Website: [Volvo](#)

LinkedIn: [Linke](#)

Facebook: [Volvo CE Italia](#) | [Gruppo Club Operatori](#)

[Twitter](#) | [Instagram](#) | [Youtube](#)





Volvo CE Italia S.p.A	Compact Business Manager
Sales Department	2024

- **Cross-Functional Collaboration:** Collaborate with cross-functional teams including marketing, operations, and customer service to ensure seamless execution of sales strategies and exceptional customer experience. Be the link between the Italian market and dealers and the Compact OEM organizations.

Key Skills

- Applies understanding of construction equipment industry and sales channels to maximize the dealer efforts in representing compact equipment.
- Self-motivated and a self-starter.
- Exhibits personal sense of urgency and follows through on customers and dealers support needs.
- Strong interpersonal skills to build and maintain strong relationships. Demonstrates effective conflict resolution skills.
- Ability to manage multiple priorities and balance short term and long-term needs.
- Good business acumen and applies advanced influence skills to achieve win-win results in negotiations/proposals /improvements discussions, etc.
- Anticipates market trends and initiates strategies to take advantage of changes.
- Sets and communicates high performance standards for self and others. Maintains and promotes the highest moral and ethical standards. Ability to originate and implement effective business process change. Take risks and make quick decisions when required.

Requirements required

Education/Professional Qualifications required for the position:

- Minimum 5 years practical working experience, preferably in Compact Equipment.
- Fluent in Italian and English both written and spoken.
- Direct selling and negotiation skills.
- OEM experience in working within a distribution model preferred.
- Good financial acumen.
- Minimum Bachelor's degree in engineering, marketing, finance, or management.

Sede di Lavoro: Carpiano (MI). Si invitano le potenziali candidature ad inviare il proprio CV all'indirizzo e-mail hrolvoce@volvo.com con oggetto "Business Compact_Mng_2024". Alle candidature è richiesto di autorizzare espressamente al trattamento dei dati personali (L. 196/2003).

