

Sales Executive

JOB POSITION:
SALES EXECUTIVE

LOCATION:
MILAN, ITALY
BOCCONI FOR INNOVATION
VIA BOCCONI N°6, 20136

FULL TIME
IN-PERSON



Position Overview

We are seeking for a dynamic Sales Executive to join our team. The ideal candidate will have 2-3 years of sales experience, be fluent in both English and Italian, and possess CRM knowledge. As a Sales Executive, you will be responsible for pitching TerraViva Competitions to potential clients, sponsors, and other stakeholders, driving growth and expanding our network.

Key Responsibilities

- Develop and execute sales strategies to attract and secure new clients, sponsors, and partnerships.
- Present and pitch TerraViva Competitions' offerings to potential stakeholders through meetings, presentations, and proposals.
- Build and maintain strong relationships with existing and prospective clients and sponsors.
- Identify and pursue new business opportunities within the design and architecture sectors.
- Utilize CRM software to manage and track sales activities, client interactions, and pipeline development.
- Collaborate with the marketing team to align sales efforts with promotional activities.
- Provide regular reports on sales performance, market trends, and customer feedback.
- Represent TerraViva Competitions at industry events, trade shows, and networking functions.

Requirements

- Fluency in both English and Italian (written and spoken) is essential.
- 2-3 years of proven sales experience, preferably within the design, architecture, or related industries.
- Strong knowledge of CRM software and sales tracking tools.
- Excellent communication, negotiation, and presentation skills.
- Ability to build and maintain effective relationships with a diverse range of stakeholders.
- Self-motivated with a proactive approach to identifying and pursuing sales opportunities.
- Strong organizational skills and the ability to manage multiple projects simultaneously.

Why Join Us

At TerraViva, you'll have the opportunity to impact the field of architecture and design within a collaborative, creative team. We offer a dynamic work environment that encourages professional growth and values your contributions. With competitive compensation and the freedom to develop innovative content ideas.

Compensation & Presence

Our workspace is located in Milan (Via Bocconi 6). A three-month trial period will require full-time presence in the office. After this period, remote work on certain days may be arranged based on the progress of the collaboration

How to apply?

If you are passionate about effective communication and have the skills and experience to excel in this role, we would love to hear from you!

- Applications must be sent by email to jobs@terravivacompetitions.com
- Write in the subject of the email the position for which you are applying followed by your first and last name (ex.: Communication Specialist_John Smith)
- Attach your updated CV and a cover letter detailing why you are the ideal candidate for this position (max. 20 MB in total)
- It is not necessary to write any text in the body of the email
- After the closing of the application, candidates will be notified by email whether they have been shortlisted or not for next selection step

