



Osborn is a technology leader and the world's largest manufacturer of tools for mechanical surface treatment solutions. Our core products include technical brushes, polishing tools and compounds as well as grinding tools. We supply our high-quality products to an international clientele from a wide range of industries as well as the wholesale trade.

Our sales department is looking for a new team member:

Area Sales Manager – Italy (m/f/d)

Your Responsibilities:

- Independently manage and develop new business opportunities in Italy
- Build and maintain long-term relationships with clients and distribution partners
- Conduct technical sales consultations and present our solutions effectively
- Drive sales performance in line with company targets and strategy
- Regularly report activities, pipeline, and results to the Italian Sales Manager
- Maintain up-to-date records in the company's CRM system
- Travel across Italy up to 60–70% of the time to meet clients and attend events

Who You Are:

- Strong technical or commercial background (degree or equivalent qualification preferred)
- At least 5 years of sales experience, preferably in the cutting tools or hardware industry
- Excellent negotiation and goal-oriented
- Hands-on experience with CRM tools
- Full professional proficiency in English (written and spoken)
- Self-motivated and autonomous
- Based in Reggio Emilia - Modena - Bologna with a high travel ability

What We Offer:

- The opportunity to work with a well-established, innovative company with global presence
- High level of autonomy and responsibility in a strategic market
- Competitive compensation package and performance-based incentives
- Supportive international team and regular training opportunities

You will be part of our international sales team, representing our company in the Italian market. The role is based at our local sales representation in Italy (Location: Reggio Emilia - Modena - Bologna; not a formal branch office).

If you are enthusiastic about this opportunity, send us your complete job application to personalmanagement@osborn.de. Please make sure to include the reference SALES-IT-2025.

Osborn GmbH
Stefano Conti
Area Sales Manager - Italy
E-mail: personalmanagement@osborn.de