



SEE YOU AROUND THE FIRE!

Sales Agent B2B (m/f/d)

Region: Italy

Job description

höfats GmbH is a design company from south Germany, that develops and sells fascinating products on the subject of open fire. Our products combine unique design with inspiring functionality and are said to be the best of their kind. FIRE. FORM. FUNKTION. We have always remained true to this DNA since our founding in 2015, which has been rewarded many times over: In the past years, höfats has been awarded far more than 50 design prizes.

To expand our regional market presence in the Italian market and to strengthen our powerful B2B field sales team, we are looking for a self-employed sales agent (m/f/d) starting as soon as possible. In your function as a local sales expert, you will be responsible for the acquisition and expansion of high-quality stationary dealers.

Your tasks & responsibilities

- You are "on fire", and with your positivity you win the best stationary retailers of their kind, creating the basis for further sustainable partnerships for mutual benefit
- Achieve set revenue targets through value-added sales of our award-winning products and solutions
- Proactive lead and pipeline management: depending on the assigned territory, you actively fill your sales funnel with dealers that result in a perfect fit to the höfats brand
- Consulting and negotiations with retailers on positioning, quantities, prices & conditions
- Close cooperation with our höfats internal sales team
- Participation and execution of (local) trade fairs

Your profile

- As a "hunter" and "gatherer" you think in terms of sustainable customer relationships and use every customer contact to generate profitable business
- You already have a high-quality retailer network in the areas of furniture, home accessories, garden (furniture), furnishing & design, BBQ or other industries that fit to höfats
- Proven success in B2B sales with at least one other active representation in one of the previously mentioned industries
- Enthusiasm and passion for the topic "open fire" and "design"
- Independent and structured way of working, a confident attitude as well as strong communication skills
- Successfully completed commercial education, comparable or higher qualification
- Good knowledge of Italian and English, both written and spoken
- Valid driver's license and car

Your benefits

We are an open-minded, motivated, and familiar team that lights the höfats fire anew every day with heart, soul and passion. Fairness, personal esteem, team spirit and adequate space for creativity as well as own ideas and projects are the höfats foundation. We celebrate innovative approaches and unconventional solutions.

- A partnership with a successful and fast-growing young company
- Best-in-class sales software (CRM Salesforce, B2B dealer online store)
- An open-minded, motivated and familiar team, which appreciates and celebrates successes
- Attractive employee conditions for our höfats product range
- Participation in regular team events and Christmas parties

Did we ignite the fire in you?

Show us what you got and send your application to Nadine Barker, nadine.barker@hofats.com.