

Sales Executive & Account

Pro-Gest is an Italian vertically integrated producer of containerboards, corrugated cardboard, packaging and other solutions. Pro-Gest is headquartered in Treviso, Italy, and has about 1,132 employees. All of its 23 plants are in Italy. TREVIKART S.R.L., part of this Group, is interested in implementing its staff with young graduates to be included in its plant in Modugno (BA).

Description

We are looking for a brilliant Sales Account to create long-term, trusting relationship with our customers.

Role And Responsibilities

- **Manage the entire sales process** to ensure delivery, with a strong emphasis on new business sales, while expanding existing accounts.
- Ability to understand and improve **product positioning strategy**
- Recommend and select features for customers based on their individual needs.
- Work in partnership with our team of Customer Service Advisors and Marketers for all sales leads and sales opportunities.
- Convert leads to sales through good communication, follow-ups and positive attitude.
- Nurturing and expanding your network within each account to further enhance our relationship with these customers.
- Forecast accurately and deliver consistent results quarter by quarter.
- Analyze business trends, pipeline status and provide full visibility of business potential.

Requirements

- Strong (verbal and written) **communication skills** and ability to **build relationships**.
- Outstanding negotiation skills.
- Active listening oriented and consulting approach to sales.
- Smart usage of data to help customers understand how products can help them achieve their goals.
- Establish and nurture relationships with past and potential customers to facilitate sales.
- Good time-management skills with a problem-solving attitude, in particular the ability to understand individual needs and propose effective solutions.
- Italian mother tongue and proficient in English.

Contract:

- Apprendistato;
- Fixed term contract;

Plant: Trevikart s.r.l. – Via degli Oleandri s.n.c. Modugno (BA)

To apply:

send your updated CV to: job@pro-gestspa.it by 15/08/2021
inserting in the subject "Rif. Contatto Ufficio Placement Politecnico di Bari"



Poliba Placement

Production Assistant

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Description

For our Modugno plant, we are looking for production employees who work on shifts from Monday to Friday.

The production employee supports the activities related to the plant management.

Role And Responsibilities

- prepares and loads the raw materials into the production machinery, after verifying that the material meets the expected quality standards;
- monitors the production process and intervenes, for example, by operating the machinery, assembling the components in the production line by hand or using tools, moving the semi-finished products;
- carries out simple quality control activities, verifying that the product complies with the required requirements and falls within the tolerances indicated in the production data sheets;
- reports to those responsible for any malfunctions of tools and machinery or defects in the final product.

The candidate must always keep his workstation clean and efficient, removing waste and production waste, carrying out small routine maintenance activities as needed.

Requirements

- • Use of bench tools
- • Ability to work in a team
- • Good dexterity
- • Ability to independently manage the assigned activities
- • Accuracy and flexibility

It is necessary to work on shifts

Contract:

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Mechanical/Electric/Electromechanical maintenance technician

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Description

We are looking for ELECTRIC / MECHANICAL / ELECTRONIC MAINTENANCE WORKERS to be included in the maintenance area in Modugno (BA).

Role and Responsibilities

- management of the electrical / mechanical and electronic parts of the plant;
- guarantee the correct functioning of the machinery and compliance with the required timelines;
- organization of ordinary, extraordinary and preventive maintenance activities;
- carry out analysis and troubleshooting activities
- support for team colleagues

Requirements:

- Bachelor's degree;
- Knowledge of electrical / mechanical / electronic components;
- Ability to understand the technical drawing;
- Availability to work on a daily basis and on shifts
- Technical English

Preferential Requirements:

- Previous experience in the maintenance area
- Ability to analyze failures and plant start-up
- Use of instrumentation such as lathes /cutters, numerical control machines
- Notions of safety and hygiene at work
- Team Working, sense of responsibility, communication and problem analysis / solution skills

Contract:

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- Fixed term contract;

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Production Planner

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Description

To continue to expand his action range, the company is opening a new position in its organization and is looking for a Production Planner.

Role and Responsibilities

Reporting to the Production and Supply-Chain Manager:

- Manage the production schedule and materials to ensure efficient and timely delivery of the products.
- Track production progress on a daily basis and report any foreseeable delays to the Sales Department.
- Track and maintain inventory levels to avoid shortages and overstocks.
- Manage materials lists, operations and allocations in works.
- Keep documentation and records organized.

Requirements:

- Excellent command of Microsoft Office (especially MS Excel).
- Fluent English.
- Ability to establish and maintain professional relationships.
- Persuasive communication skills.
- Comfortable collecting, analyzing and interpreting data.

Contract:

- Apprendistato;
- Fixed term contract;

Plant: Trevikart s.r.l. – Via degli Oleandri s.n.c. Modugno (BA)

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Il CV dovrà contenere l'autorizzazione al trattamento dei dati personali ai sensi del D. Lgs. n. 196/2003 e ss.mm. e ii. e dell'art. 13 GDPR (Regolamento UE 2016/679) ed attestazione di veridicità ai sensi del DPR n.445/2000.
Il presente annuncio è rivolto ad ambo i sessi, ai sensi della normativa vigente.