



### **Technical Sales Manager – Fadini USA**

We are a leading provider of access control solutions, recognized for our innovative approach and commitment to excellence. As we expand our presence in the U.S. market, we seek a highly motivated Technical Sales Manager to oversee the Fadini product range across the USA. This is an exciting opportunity for an experienced professional with a strong background in the industry to drive sales, support technical training, and develop key client relationships.

#### **Key Responsibilities:**

- Develop and execute sales strategies to grow the Fadini product line in the U.S. market.
- Build and maintain relationships with distributors, dealers, and key stakeholders.
- Conduct technical training and product demonstrations.
- Provide technical support, troubleshooting, and guidance.
- Identify and secure new business opportunities.
- Stay updated on industry trends and competitor activities.
- Collaborate with internal teams to meet customer needs.
- Travel across the U.S. for client visits, trade shows, and training sessions.

#### **Requirements:**

- Industry experience is required – background in gate automation, access control, or related fields.
- Strong technical sales experience with a proven track record.
- Bilingual abilities (English/Spanish preferred) are an advantage.
- Excellent communication and interpersonal skills.
- Ability to work independently and manage multiple accounts.
- Strong problem-solving skills.
- Willingness to travel extensively across the USA.
- Valid driver's license.

#### **Benefits:**

- Competitive salary and performance-based incentives.
- Career growth opportunities.
- Travel and expense reimbursement.
- Training and ongoing professional development.

If you have the technical expertise, sales experience, and passion for growing a recognized brand in the access control industry, we encourage you to apply!

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