

Manuel Turchetti

Business Development Manager

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Via Maggiore 87 
33030 Coseano - Italy

About Me

A creative and inventive thinker, who craves a challenge and who is not afraid to work outside his comfort zone. Manuel is a motivated team player who consistently aims to push revenue expectations and exceed goals. He possesses superb communication skills and is someone who can build up rapport easily, open up clients, find out exactly what they need, and then present them with a wide range of services and solutions. Pragmatic and results orientated, with a focus on bottom line results, he has a track record of achieving and exceeding the standards of performance set out for any sales projects. He wants to develop his career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

Experience

2010 - present	Zoppas Industries Irca Spa - Business Development Manager	Treviso - Italy
Responsible for ensuring that the strategy and commercial aims of the company are totally aligned with its goals operational requirements.		
<ul style="list-style-type: none">• Winning major client accounts• Supporting and advising junior members of staff• Preparing quotations for tenders• Developing marketing literature• Reviewing business plans against actual results and then trying to determine reasons for any deviations• Coming up with bespoke solution to meet the needs of customers• Identifying tender opportunities• Arranging and then giving online demonstrations• Managing sales pipeline, sales agents network and closing business• Making a high number of daily outbound calls to prospective new clients• Reviewing customer feedback and then suggesting ways to improve processes and service levels		
2009 - 2010	IPS Trade BV - Sales Manager	Schiedam - The Netherlands
Responsible for organising and leading a team of 3 people and developing and delivering the company's Sales strategy. In charge of ensuring that existing and new customer relationships are strengthened to continue to grow.		
<ul style="list-style-type: none">• Generating new business by leveraging existing relationships, prospecting, conducting market analysis and launching campaigns• Maximising sales performance through delivering an exceptional customer experience, people management and cost control• Developing and maintaining efficient & effective reporting systems for tracking prospects from initial enquiry through to close• Identifying and developing sustainable relationships with key accounts at both strategic and tactical level• Recruiting, training and developing new sales and marketing teams• Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing• Acting as a role model for junior staff by setting high standards through personal behaviour and actions		

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2007 - 2008 **Blitz Marketing LTD - Sales Representative** Auckland - New Zealand

Contacting prospective clients, assessing their requirements then selling them the company products and services that match their needs. Also responsible for maintaining ongoing relationships with customers to foster repeat business.

- Working as part of the sales team to develop both new and existing markets
- Liaising with customers network to answer and resolve their queries
- Identifying and then researching potential leads and opportunities
- Constantly developing existing sales processes which will generate sustainable growth
- Identifying the customer's needs
- Dealing with a diverse range of clients in the private and the public sector
- Attending sales appointments at clients premises
- Cold calling potential clients via telephone or personal visit
- Making appointments to meet new and existing clients

2005 - 2007 **Danieli & C. Officine Meccaniche Spa - Sales Engineer** Udine - Italy

Responsible of sales activities for a specific product, providing support to the sales manager coordinating with the team to achieve the overall sales goals of the organization.

- Developing marketing and sales strategies
- Involved in developing sales & pricing strategies
- Responsible for developing own portfolio of customers
- Collecting all the information required to create a request for an estimate
- Managed clients and introduced them to new offerings
- Monitored all clients for organization
- Prepared contracts with clients on sales of products

Education

2012- 2012	Intensive Course - Lean System & 5S Lines	Treviso - Italy
2012- 2012	Intensive Course - Toyota Kan - Ban System	Treviso - Italy
2011- 2011	Intensive Course - Product industrialization & Operation process stabilization	Treviso - Italy
2011 - 2011	Intensive Course - Industrial Investments & Costs Amortization	Treviso- Italy
2007 - 2007	Intensive Course - Industrial Marketing	Udine - Italy
2006 - 2006	Intensive Course - Sales & Contract	Udine - Italy
2006 - 2006	Intensive Course - Business English	Udine - Italy
2006 - 2006	Intensive Course - Project Management	Udine - Italy
2004 - 2005	Intensive Course - Super Metallic - Mineral Steel Extraction Process	Udine - Italy
2000 - 2005	Industrial Technical Institute " A. Malignani " - Mechanical Engineering	Udine - Italy

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Skills



Business Development



Problems Solving



Sales Strategies

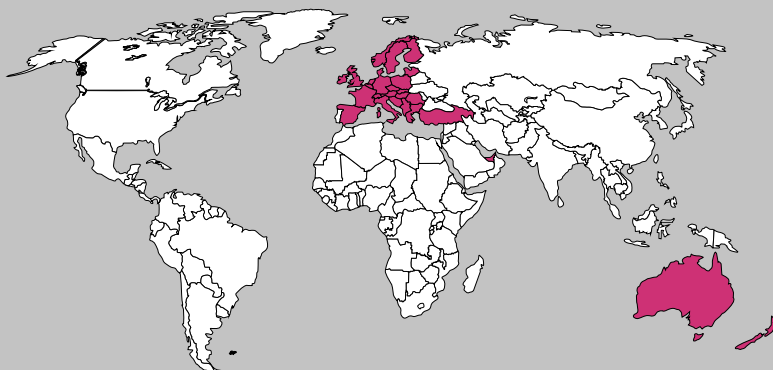


Technical Aptitude



Decision Making

Worldwide Experience



- Australia
- Austria
- Belgium
- Bosnia Herzegovina
- Bulgaria
- Croatia
- Czech Rep.
- Denmark
- Emirates
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Latvia
- Lithuania
- Luxemburg
- Macedonia
- Montenegro
- New Zealand
- Norway
- Poland
- Serbia
- Slovakia
- Slovenia
- Spain
- Sweden
- Switzerland
- The Netherlands
- Turkey
- UK

Language Skills



Italian
Mother Tongue



English
C2



Spanish
B2



French
A1

Interest

