

Giulia Rossi

Personal Information

Gender: Female

Age: 40

Nationality: Italian

Location: Milan, Italy (willing to relocate to Graz, Austria)

Education:

Bachelor's degree in Electrical Engineering

University of Rome, Italy

Experience:

Sales Manager

Drin Technology Solutions

- Developed and implemented sales strategies to expand the company's market presence.
- Managed a team of sales representatives and provided training and guidance.

January 2023 – Present (1 year)

Milan, Italy

Business Development Manager

ABC Engineering GmbH

- Identified new business opportunities and established partnerships with key clients.
- Negotiated contracts and agreements to drive revenue growth.

January 2021 – December 2023 (2 years)

Munich, Germany

Regional Sales Director

DEF Solutions

- Led the sales team in the DACH region and exceeded sales targets.
- Developed relationships with clients in the automotive and manufacturing sectors.

June 2019 – June 2020 (1 year)

Zurich, Switzerland

Key Account Manager

GHI Corporation

- Managed key client accounts and maintained strong relationships with stakeholders.
- Collaborated with cross-functional teams to deliver solutions that met clients' needs.

January 2016 – January 2018 (2 years)

Graz, Austria

Skills:

- 6 years of experience in technical B2B sales and business development
- Proven ability to adapt quickly to new environments and deliver results
- Strong communication and negotiation skills
- Fluent in Italian, English, and German