




# Gian Mario Mangani

Results-driven Area Sales Supervisor with proven ability to lead sales teams to success. Strong background in driving revenue growth, fostering client relationships, and developing innovative sales strategies. Consistently delivering top performance by leveraging deep industry knowledge and strong interpersonal skills. Adept at motivating teams, enhancing productivity, and expanding market presence. Hardworking professional with focus on driving sales growth and building strong customer relationships. Skilled in managing sales teams, developing strategic plans, and achieving targets through effective leadership and training. Proven track record in market analysis, client engagement, and optimising sales processes to maximise revenue. With background in customer relationship management and team leadership, I excel at driving sales growth and fostering client loyalty. My strong communication and problem-solving skills ensure effective resolution of issues and seamless collaboration with team members. Adaptable and quick to learn, I bring positive energy to motivate and guide colleagues towards achieving targets. Experienced in driving sales growth and building lasting customer relationships. Excel at mentoring team members and implementing innovative sales strategies. Consistently achieve targets through strategic planning and strong leadership.

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## CONTACT

 52044, Cortona AR  
ITALY



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## SKILLS

- Sales strategising
- Online presentation tools
- E-Commerce platforms
- Data privacy regulations
- Opening and closing procedures
- Creative problem-solving
- Persuasive communication
- Negotiation mastery
- Sales motivated
- Competition analysis
- Customer relationship management
- Customer relations
- Communication
- Cross-Selling proficiency
- Social media for sales
- Lead generation techniques
- Virtual meeting platforms
- Product and service sales
- Customer retention strategies
- Processing payments
- Strategic planning
- Client engagement
- Resilience under pressure
- Emotional intelligence
- Active listening
- CRM software proficiency

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## EXPERIENCE

Area Sales Manager  
Beckhoff Automation - Italy

07/2021 - Current

- Liaised with supply chain and logistics teams to ensure timely delivery of products to customers.
- Managed inventory levels across various sales territories to meet demand without overstocking.
- Conducted regular performance reviews with sales team members, offering constructive feedback and career development advice.
- Monitored competitor activity and adjusted sales strategies to maintain competitive edge.
- Streamlined sales processes by introducing new CRM software, enhancing efficiency and customer engagement.
- Prepared detailed sales forecasts and reports.
- Provided comprehensive training to new sales staff, focusing on product knowledge and customer service excellence.
- Established and maintained strong client relationships, leading to a 20% increase in repeat business.
- Coordinated with marketing department to develop promotional materials tailored for local markets.
- Collaborated with product development teams to provide customer feedback and influence future product enhancements.
- Led a team of sales representatives in achieving monthly sales targets through effective strategy implementation.
- Managed sales pipeline efficiently, ensuring consistent flow of business and meeting of sales objectives.
- Coordinated with marketing department to create compelling sales campaigns and promotional activities.

- Led sales team towards achieving quarterly targets through strategic planning and effective resource allocation.
- Streamlined sales processes and systems for improved efficiency and reduced operational costs.

#### OEM Sales Engineer Schneider Electric - Italy

- 12/2015 - 07/2021
- Negotiated contracts with clients, securing profitable deals while meeting customer requirements and expectations.
  - Spearheaded initiatives to enter new markets, conducting research and developing strategies for successful penetration.
  - Evaluated client feedback to continuously refine sales techniques and improve customer satisfaction levels.
  - Facilitated smooth communication between clients and internal teams, bridging gaps and ensuring project success.
  - Collaborated closely with the engineering team to understand product specifications and applications, enhancing sales pitches.
  - Utilised CRM software to track client interactions, sales progress, and project statuses, ensuring accurate sales forecasting.
  - Responded promptly to client enquiries and technical questions, providing detailed information and follow-up as required.
  - Managed a portfolio of accounts, regularly reviewing and optimising service provision to boost client retention rates.
  - Led training sessions for clients' teams on product installation, operation, and maintenance, ensuring high satisfaction levels.
  - Maintained up-to-date knowledge of industry regulations and standards, advising clients on compliance matters.
  - Coordinated with project managers to ensure timely delivery of products and services, meeting tight deadlines.

#### Field Sales Weidmuller - Italy

- 03/2011 - 12/2015
- Implemented Salesforce mobile solutions, enabling remote access and increasing productivity for field sales teams.
  - Led collaboration efforts with the Field Sales Team to improve market coverage.
  - Established appointments for field sales representatives to visit prospective customer locations.
  - Monitored customer shopping behaviour and collected data to identify opportunities to drive sales.
  - Monitored technological advancements in the field, recommending upgrades to enhance operational efficiency and customer satisfaction.
  - Analysed current strategies for strengths and weaknesses and adjusted approaches to maintain sales trajectory.
  - Assisted in planning and developing new promotions, making suggestions based on clever sales opportunities and trends.
  - Proactively cold-called clients per day, using scripts to promote products, increase sales and develop company awareness.

#### Department Manager T.A.B. S.p.A. - Foiano della Chiana, AR, Italy

- 03/2008
- Determined performance goals for departmental employees and provided feedback on methods for reaching milestones.
  - Promoted high customer satisfaction by resolving problems with

06/2002

- knowledgeable and friendly service.
- Supported shrinkage and safety awareness, reviewed sales and inventory data, identified trends and prepared reports for management.
- Followed all safety protocols and company processes and procedures.
- Decreased costs by negotiating with vendors and suppliers for better prices.
- Kept department on-target to meet sales and profit objectives by minimising waste and pursuing revenue generation opportunities.
- Trained 100 employees in inventory practices, POS systems and product knowledge, contributing to 20% increase in customer satisfaction ratings.
- Oversaw efficient receiving and inventory management to keep stock within optimal levels.
- Implemented merchandising plans to drive profitability, collaborating with visual merchandising team to develop strategy.
- Reduced process gaps, effectively managing and training 10 employees on best practices to ensure optimal productivity.
- Dealt with customer complaints calmly and effectively, resolving issues with timely solutions.
- Developed and implemented strategic plans to achieve sales targets and improve customer satisfaction.

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## EDUCATION

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Higher National Diploma Mathematics and Physics  
Liceo Scientifico Statale GIOVANNI DA CASTIGLIONE -  
Castiglione Fiorentino, AR