



Junior Key Account Manager Naples

About Telemar

For over 75 years, our maritime journey has been fuelled by expertise and innovation. We're not just a service provider; we're offering a dynamic blend of bridge electronic solutions, onboard and maintenance services.

We don't just adapt; we thrive on constant innovation. Telemar is an expert partner who supports more than 3,000 vessels, rely on our tailored services. We're not just about cutting-edge technology; we're a navigational ally, enhancing safety and operational efficiency by keeping costs down.

Role Overview

We are looking for a Junior Key Account Manager to support a senior Key Account Manager in the commercial development of our Bridge Electronics business — providing advanced solutions and services for navigation, communication, and safety systems onboard ships.

You will be involved in every stage of the customer management process, from proposal and negotiation to post-sale support and satisfaction monitoring. Our goal is to progressively build your autonomy through hands-on training and mentoring.

Location

Naples

Contract

National Collective Agreement for Telecommunications

Duration

6 months (Fixed-term contract aimed at permanent placement in the company)

Qualification, skills & requirements

Main Tasks:

Key Responsibilities:

- Manage and develop strategic clients such as shipyards, shipowners, and operators
- Gather customer requirements and prepare/send commercial offers
- Monitor post-sale activities in collaboration with technical teams
- Support sales planning and achievement of targets
- Perform reporting, CRM updates, and commercial data analysis
- Participate in customer visits, trade fairs, and supplier meetings

Skills to Develop:

- Use of tracking tools and CRM systems
- Sales and negotiation techniques
- Product knowledge (radar, VDR, GMDSS, etc.)
- Managing relationships with complex clients
- Working within cross-functional teams (sales, service, operations)
- Autonomy in handling the commercial process
- Preparing and delivering sales presentations, in person or remotely

Our Commitment

Our Corporate Social Responsibility approach is part of the Marlink DNA to develop our business and people operate responsibly. Marlink has incorporated and respects the Ten Principles of the UN Global Compact into our strategies to establish a culture of integrity, value, trust and innovation.

The Marlink Group is a transnational organization and considers cultural diversity as one of its greatest strengths. Additionally, we support diversity in race, gender, religion, national origin, political opinion, sexual orientation, social origins, age and physical or mental character.

In support of

WOMEN'S EMPOWERMENT PRINCIPLES

Established by UN Women and the
UN Global Compact Office

WE SUPPORT



Interested?

Please send your CV including possible start date and location to:

hr.it@telemargroup.com

REF: Junior Key Account Manager_Naples

We look forward to receiving your job application!

Requirements:

- Degree or diploma in International Relations, Economics, Management Engineering, Naval Engineering, or related fields
- Fluent in English and Italian; knowledge of a second foreign language is a plus
- Strong interpersonal skills, initiative, and attention to detail
- Interest in the maritime/naval sector and technology
- Professional use of Microsoft tools (PowerPoint, Excel, Outlook) for proposals, reporting, and client communication
- Availability for national and international travel and possession of a valid driver's license (Category B)

What We Offer:

- Structured and continuous training programs
- Ongoing support from management and the sales team
- Clear and merit-based career development path
- Opportunity to work with prestigious, strategic international clients