



Top Customers Sales Assistant Junior

Rome

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

The selected candidate will work directly alongside the Senior Top Customers Sales Manager, supporting operational sales and post-sales activities for our top clients in the shipbuilding sector. The role involves managing client portals, daily interaction with purchasing offices of shipyards, and handling documentation for offers and contracts.

Location

Rome

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:

- Entering and updating offers on client portals
- Liaising with purchasing departments of shipyards
- Tracking offers: ongoing, submitted, won, and new constructions
- Coordinating with commercial, technical, and service teams
- Supporting contract management and document archiving

Skills to Develop:

- Use of B2B portals and CRM tools
- Basic knowledge of commercial contracts
- Communication with strategic clients
- Managing commercial processes and reporting activities

Required Attitudes:

- Precision, confidentiality, and attention to detail
- Interest in contractual documents and structured workflows
- Digital mindset, proactivity, and problem solving
- Organization, team spirit, and reliability

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.

Requirements:

- Diploma or degree in economics, law, international trade, management engineering, or related fields
- Fluent in English and Italian; additional foreign language is a plus
- Excellent command of Excel and Microsoft Office suite

What We Offer:

- Constant support from management and the sales team
- Clear and merit-based career growth path
- Opportunity to work with prestigious, strategic international clients

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: Top Customer Sales Assistant Junior_Rome

We look forward to receiving your job application!