

## Orac Decor – Account Manager Italy

### **Account Manager Italy**

(Veneto, Emilia-Romagna, Friuli Venezia Giulia and Trentino Alto Adige)

### **With an eye (or two) for interior design!**

**Italy has some of the world's best taste in design. We need someone who matches it.**

**Got an entrepreneurial mindset and a passion for sales? Consider becoming a key promotor for our products, helping us expand our presence in Italy.**

### **But maybe you wonder what's our story?**

At Orac, we believe every wall is a blank canvas. Where others see a flat surface, we see a world of possibilities. Welcome to the world of Orac. The world of architectural elements, made for walls.

We are a family-owned Belgian company that has been a leader in architectural elements for walls for over 50 years. From our headquarters in Ostend, our innovative products are available across Europe, from Paris to Köln, London, Barcelona, Slovakia, Lecco, and beyond.

Our commitment to sustainability is at the heart of everything we do. We strive to make a positive impact not only today but also for future generations. Sustainability is a core value that guides our choices—choosing the good one for our planet, people, and community.

We believe in a world in which digital technologies and data enhance the customer experience. A solid digital backbone combined with strong local teams is a powerful mix for our growth.

### **Your role**

Join us as an Account Manager at Orac Italy where your mission is to drive business growth by achieving ambitious sales targets. How? By using your experience in sales, acquiring exciting projects and close deals with Italian stakeholders (think: wholesalers, distributors, architects, designers and more). With your people skills and expertise, you'll be the driving force behind expanding our customer base and propelling Orac to the forefront of Italy's design scene. Support our continuous growth with possibilities to expand in Veneto, Emilia-Romagna, Friuli Venezia Giulia and Trentino Alto Adige.

Picture your weekly routine: 4-5 days per week you'll be on the road, engaging with potential clients. Around 80% of your time will be dedicated to fieldwork and meeting clients, where you'll build powerful relationships and unlock business possibilities. You'll be supported by an experienced team who will help you navigate and succeed in your role. Let's not forget the remaining 20% of your time allocated to desk-oriented activities, ensuring everything keeps running smoothly behind the scenes.

### **This is you**

- Thanks to your flexibility and adaptability, you thrive in dynamic sales environments.
- Your creativity and proactive approach identify new business opportunities and drive decisive action.
- Organizing and planning come naturally to you.
- Strong autonomous working style: you set priorities, manage your time, and act decisively

- Experience with CRM software is a plus.
- You're a problem-solver with a result-oriented mindset, constantly seeking innovative solutions to exceed targets.
- Knowledge of the local design/interior market is a plus
- Having a driver's license and being fluent in English and Italian are a must for this role.

**Our offer to you**

- We give personality to walls and opportunities to personalities.
- We foster a people-first culture that prioritizes the well-being and development of our team members.
- Make a significant contribution to our high-potential premium brand with ambitious global reach.
- Competitive salary, company car, attractive benefits, and strong opportunities for growth within an international environment.
- Innovative environment: work in a dynamic team that values creativity and operational excellence.

PASSION, INSPIRATION and LOYALTY are our values. Join a dynamic company with a fun and stable working environment. We would like to welcome you to our ORACIAN family!

**What Success Looks Like**

- Within 30 days, full training into Orac culture and products
- Within 60 days, autonomous Orac customer visits
- At 90 days, prioritized account plan to achieve targets

**Ready to apply? We'd love to hear from you!**

- Submit your CV and expect feedback within one week.
- Interviews and next steps will be communicated to shortlisted candidates.

<http://www.oracdecor.com>