

<https://jobsleworld.com/jobs/area-specialist-job-in-italy-microsoft-careers/>

Area Specialist

Job Location

Italy

Remote work from: GE; USA; AU; NZ; DK; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; QA; MA; SA; MX; AE; CA; GT; DO

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Base Salary

USD 4,500 - USD 6,000

Qualifications

Bachelor's degree in Business, Technology, or related fields

Employment Type

Full-time

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Hiring organization

Microsoft

Date posted

December 28, 2024

Valid through

31.07.2025

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Description

Area Specialist Job in Italy

Are you ready to join a world-class team at Microsoft and make a significant impact? Microsoft is looking for an **Area Specialist** to join their Italy office. This role is an excellent opportunity for professionals passionate about driving business growth and delivering customer success through innovative solutions.

Microsoft prioritizes applicants based in Italy for this role. However, international candidates with the right qualifications are welcome to apply, with visa sponsorship and relocation support provided for eligible individuals.

Details of Area Specialist Jobs in Italy

- **Company:** Microsoft
- **Position:** Area Specialist
- **Location:** Rome, Milan, Florence, and other cities in Italy
- **Qualification:** Bachelor's degree in Business, Technology, or related fields
- **Job Type:** Full-Time
- **Experience:** Minimum 3 years in sales, business development, or technical roles
- **Knowledge Required:** Cloud computing, Microsoft products, and business solutions
- **Age Requirement:** 25 years and above
- **Salary:** €4,500–€6,000 per month

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About the Job

As an Area Specialist, you will be responsible for driving revenue growth and fostering long-term partnerships with key customers. This role demands a strong understanding of Microsoft solutions and their applications across industries. You will work closely with sales teams, partners, and technical experts to deliver tailored solutions that meet customer needs.

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Key Responsibilities

1. Business Development

- Identify and engage potential customers to grow the business.
- Develop and maintain strong relationships with clients and stakeholders.

2. Solution Selling

- Understand customer challenges and recommend suitable Microsoft solutions.
- Demonstrate the value of Microsoft products in addressing business needs.

3. Collaboration

- Partner with internal teams, including technical experts and account managers.
- Work with Microsoft partners to drive joint sales initiatives.

4. Market Analysis

- Stay updated on industry trends, market demands, and competitor strategies.
- Provide insights to refine sales and marketing approaches.

5. Reporting and Strategy

- Track and report on sales performance and customer satisfaction.
- Contribute to strategic planning to achieve regional business goals.

Requirements

Education

- A Bachelor's degree in Business, Technology, Marketing, or a related field.
- A Master's degree is an advantage but not mandatory.

Experience

- At least 3 years of experience in sales, business development, or a related field.
- Proven expertise in working with cloud solutions or Microsoft products is preferred.

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Skills

- Strong communication and negotiation skills.
- Analytical mindset with the ability to identify business opportunities.
- Technical aptitude for understanding and explaining software solutions.
- Proficiency in Microsoft tools (e.g., Azure, Office 365, Dynamics).

Language Proficiency

- Fluency in Italian and English is required.

Age Requirement

- Candidates must be at least 25 years old.

Benefits

Microsoft offers a competitive benefits package designed to support its employees' personal and professional growth:

- **Salary:** €4,500–€6,000 per month, with performance-based incentives.
- **Visa Sponsorship:** Available for international applicants meeting eligibility criteria.
- **Health and Wellness:** Comprehensive health insurance plans and wellness programs.
- **Paid Leave:** Generous vacation days, public holidays, and parental leave.
- **Professional Development:** Access to training programs, certifications, and career advancement opportunities.
- **Relocation Support:** Assistance with moving, housing, and settling in Italy for eligible candidates.
- **Work Flexibility:** Options for hybrid work arrangements.
- **Perks:** Discounts on Microsoft products, team-building events, and exclusive access to company initiatives.

How to Apply

To apply for the Area Specialist position at Microsoft:

1. Visit the official Microsoft careers website and locate the Area Specialist job listing for Italy.
2. Prepare your application, including:
 - An updated resume showcasing your sales and technical expertise
 - A cover letter emphasizing your understanding of Microsoft solutions and customer success strategies
 - Any certifications or achievements relevant to the role

Submit your application through the official portal and ensure you tailor your application to highlight your ability to drive business results and build customer trust.

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In Summary

- **Position Name:** Area Specialist
- **Company:** Microsoft

- **Location:** Rome, Milan, Florence, and other Italian cities
- **Qualification:** Bachelor's degree in Business, Technology, or a related field
- **Job Type:** Full-Time
- **Experience:** 3+ years in sales, business development, or technical roles
- **Knowledge Required:** Cloud computing, Microsoft solutions, and business strategies
- **Age Requirement:** 25 years and above
- **Salary:** €4,500–€6,000 per month

Locations: Major Italian cities such as Rome, Milan, and Florence.

Join Microsoft and play a key role in delivering transformative solutions to customers. Apply now to be part of a dynamic team driving innovation and success in Italy!

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