

CARACOL

Business Development Specialist

Job Description

Company Description

Caracol offers extreme, Additive Manufacturing, solutions with no scale limits to companies in different industrial sectors.

The company has developed its own Large-Scale Additive Manufacturing Robotic system, that with a patented extrusion head, proprietary algorithms and the use of robotic arms, can manufacture advanced components with no limits in scale. The flexibility of the robotic system allows not only to manufacture very large-scale parts but also complex geometries and parts with improved mechanical performance. Caracol provides a solution that saves production costs, reduced production lead time, and limits production waste to a minimum and can reutilize the waste produced.

By using a direct printing system, Caracol works with a wide variety of advanced composite materials – mostly techno polymers like PP, PPS and PA12 reinforced with fibers like carbon and glass. Thanks to our deep know-how and strategic partnerships with material producers, our Design & Engineering team identifies the best fitting material and technology to manufacture our client's applications.

Caracol's team combines a deep expertise in generative design and additive manufacturing, with an extensive knowledge of the industrial goods sector. Using very advanced design and analysis tools to optimize design for additive manufacturing according to the required performance. We work with clients accompanying them throughout the production process, supporting them by facilitating their getting to know the technologies and the opportunities of Additive Manufacturing.

We have been working with customers from industries such as Automotive and Motorsports, Aerospace and Defense, Industrial Machinery, Medical Devices, Design and Architecture. We offer our clients a broad range of solutions: from design and concept development, engineering components for AM production, manufacturing prototypes and pre-series with no limit in scale, line production of finished parts, as well as support in internalizing 3D printing technologies, 3D printing training and workshops and more.

Caracol has just closed a 3.5M Euros funding round with 2 Venture Capital Funds and several top tier business angels and it is now launching an ambitious growth plan to consolidate its role as leader in the Large-Scale Additive Manufacturing industry.

Job Type

- Full time
- Compensation package to be negotiated

Contacts

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+39 0362 283 204

Address

Via Marisa Bellisario 6C,
Barlassina (MB)
20825 - Italia

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Main activities

- Support in the implementation of the company's commercial growth strategy
- Support in identifying the key target customers to introduce the company to
- End-to-end management of the sales process
- Management of quotes and offers for customers
- Management of commercial relations on existing projects
- Management of all customer management activities
- Support the Technical Office for the development of new business development projects
- Support the Marketing department in the realization of commercial events, fairs and Business Development campaigns / activities

Operational Skills Required

- 1-3 years of experience in commercial or technical-commercial roles in industries such as 3D Printing, Services of prototyping and production of industrial components, Automotive, Industrial Machinery, Aerospace & Defense
- Master's degree in Economics / Management or Engineering
- Sales skills and customer relations
- Fluency in English

Soft Skills Required

- Strong proactivity, flexibility, and resourcefulness
- Good written and oral communication skills
- Organizational skills and effective time management

Place of work

- Via Bellisario 6C, 20825, Bellisario (MB), Italy
- Availability to travel both in Italy and for trips to both Europe and the United States

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