



*Are you a young newly graduated (not more than 12 months) in Engineering?  
Are you an extravert and naturally driven individual, with a synergic mix of commercial  
mindset and strong analytical and technical skills that would allow you to grow in a  
challenging environment?  
Are you eager to work in a multinational and dynamic company?*

If you answered yes to the above three questions, you are the person we are looking for:  
a **brilliant newly graduated** willing to participate in our

## **Talent Outstanding Program**

and grow in the role of

### **Technical Account Manager, Southern Italy within Tetra Pak Italiana Technical Service Department**

With the Talent Outstanding Program, Tetra Pak Italia will build **with you** and **for you** a training plan with the aim of shaping an expert Technical Account Manager.

In this long term project, you will be guided from a personal tutor through a cross-functional plan, built with the aim to let you gain both practical and theoretical experience and continuously improve competences in a long term view.

The Talent Outstanding Program (TOP) is a 18 months (6 months internship plus 1 year temporary contract) job rotation program consisting in:

- Cross functional experiences in at least 3 different business areas (e.g. Supply Chain, Marketing & Sales, Technical Services) and an international assignment abroad within Cluster
- Ad hoc training and Individual Development Plan within a personalized Career Path

In this role, you will develop your skills in order to:

- Manage main interface for the customer on the service business and all technical matters;
- Apply value selling to grow the service business in profitable way based on deep knowledge of customer operations and needs;
- Be responsible for a number of accounts depending on size and complexity;

- Capture needs and prepare proposal to anticipate and resolve any technical need of your customers set and monitor and follow up Customer Operational Performance Objectives and KPI;
- Proactively drive resolution of customer issues through effective communication with the customer (e.g. first point of contact) and internal organization.

### **Who are you?**

- You are newly graduated or final year student of in Electronic, Mechanical, Automation, Mechatronics, Industrial or Management Engineering (Master).
- You are detailed and analytical, with a solid structure and a systematic approach.
- You are curious, committed and eager to learn and improve day after day.
- Your positive and humble attitude allows you to be a team player.
- Your excellent communications skills enable you to interact with different stakeholders at many levels.
- You are able to take initiatives and drive activities independently facing difficulties and without taking no for an answer.

Are you ready to take the challenge? *If yes, please submit your application on line at [tetrapak.taleo.net/careersection/2/jobdetail.ftl?job=RUB00002N](http://tetrapak.taleo.net/careersection/2/jobdetail.ftl?job=RUB00002N)*

***not later than December 8<sup>th</sup> 2015.***

Male or Female applicants to the position are appreciated.

***Only applications in English will be considered.***

*Tetra Pak is one of the world's leading suppliers of food processing and packaging systems. Together with our customers and suppliers, we help provide safe foods to the consumers of the world. Operating in more than 170 markets with over 23,000 employees, Tetra Pak works in strategic partnership with its suppliers and customers to provide efficient, innovative solutions and high quality environmentally sound products to millions of people world-wide. Our vision: We commit to making food safe and available, everywhere.*