

Change your future, make a choice today!

CAEM is the Italian Manufacturer of modular shopfitting systems that delivers worldwide quality in the market of Shelving Engineering.

We're selecting Sales Agents in several areas in the world. Pick up our leaflet on your Earnings Potential:
this choice can change your life!

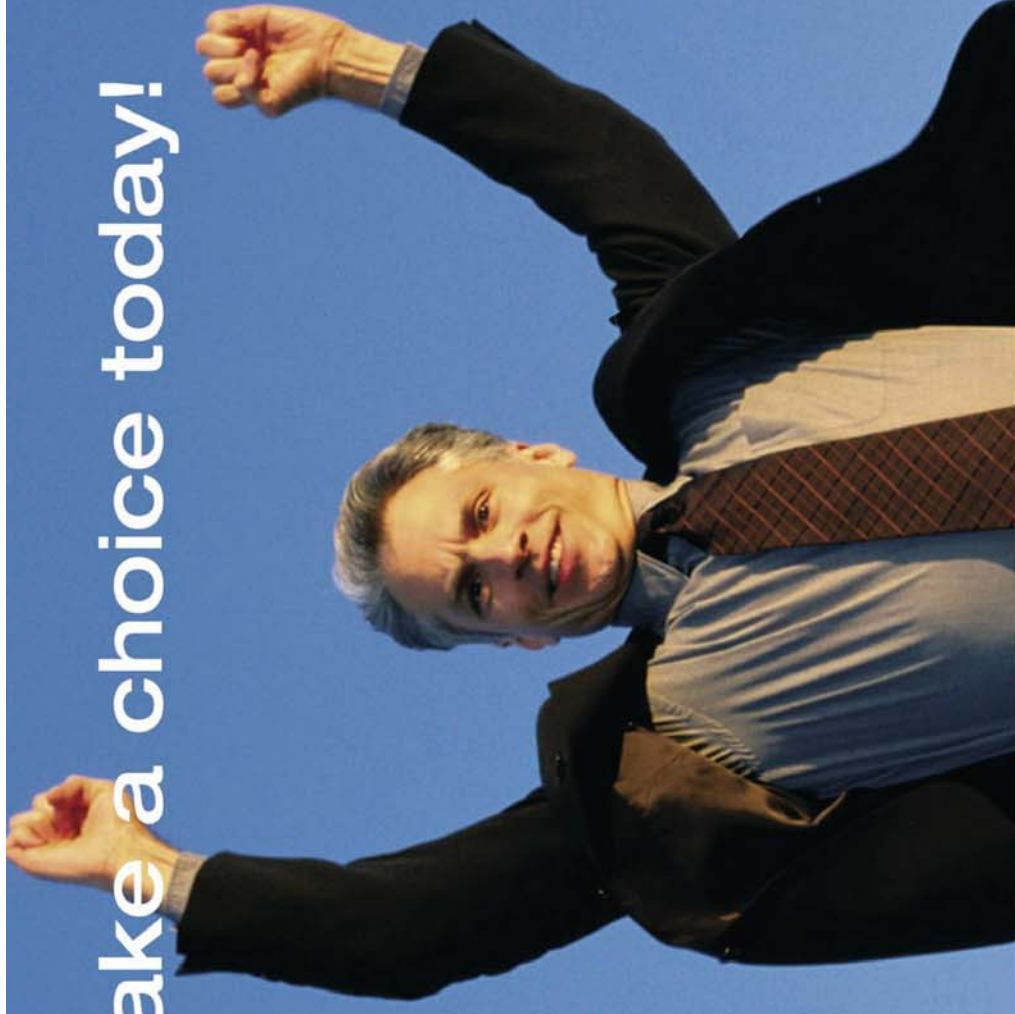
Apply for your Job NOW !

Requested:

- willingness of Achieving Success
- to be Results Oriented
- fluent English
- basic Computer Knowledge



www.caem.net





CAEM
is the Italian manufacturer of
modular shelving systems for retail

CHANGE YOUR FUTURE... MAKE A CHOICE TODAY! **We're selecting International Sales Area Managers**

What the job is.

The target of the job is: Distribution Network made of Qualified Shopfitters and Resellers of Caem Shelving. The network to be wide, deep, specific and performing.
Retailers interested in our products.
CAEM products are readily available, well distributed and serviced.

What you will be doing.

Deliver daily assistance to distributors
Help them supplying retailers with a high quality full package
Travel + travel + travel
Deliver a first class service in the Shelving Engineering market
Be a consultant for high quality, performing shelving.
Sell shop after shop to distributors and retailers and standard containers to stockists

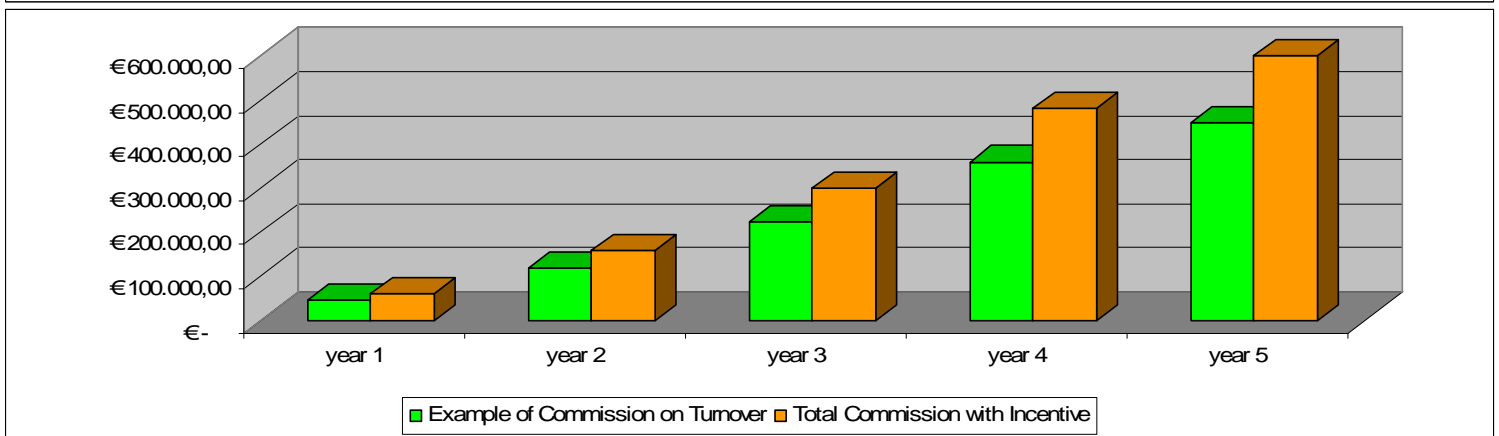
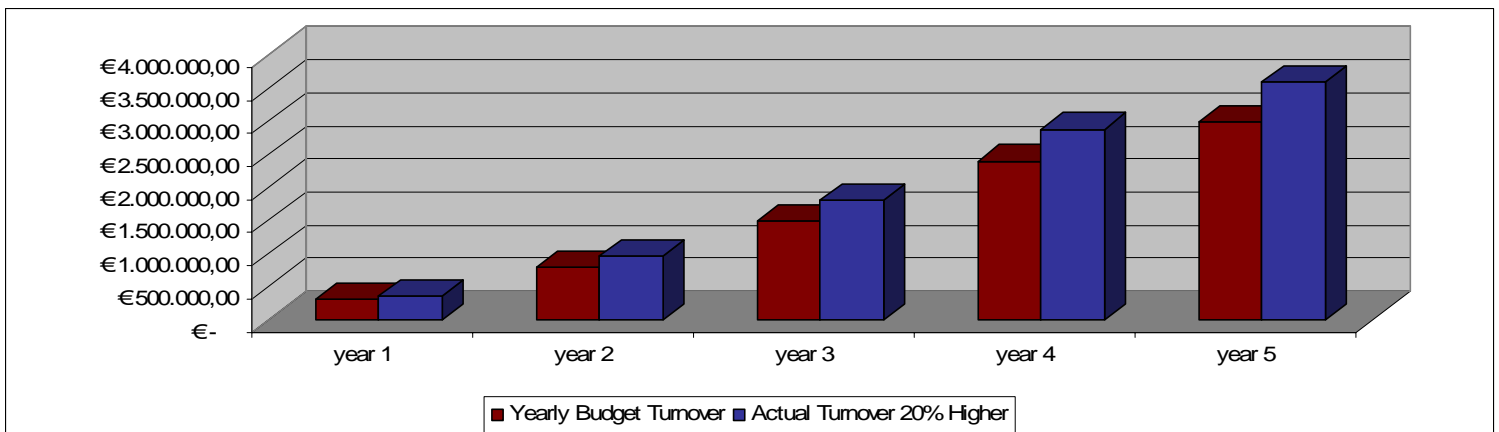
Why to work with CAEM.

You will have a successful future with Caem. Despite our start from already successful markets, Caem performed a +100% sales in the last 3 years!
The retail sector will grow dramatically in the next years; more than that the logics will change so real experts in the Shelving Engineering Sectors are required
Loyalty. Caem offers a 5 years protection plan to be renewed. You will never be bypassed.
Caem Academy. You'll become unique in the market.

EARNING POTENTIALS

- **Select an area:** you will apply for an area that you want to manage (Germany, Poland, AllEasternEurope, TheGulf, UAE, MiddleEast, NorthAfrica...).
- **Agree Market Value.** For such area we'll established a potential turnover to be achieve in 5 years time: the figure will depend on population, money in the countries, tourism and more.
- **We will sign a 5 years protection plan.** You will be a Caem colleagues for five years: if your turnover is very high, we will not void our agreement and you will earn serious money.
- **Extra Bonus Incentive Plans.** For every year you will surpass the budget, the higher the sales, the higher the % percentage of the commission: you have double incentive to accelerate sales.

Example:



1. Select an area worth 3.000.000€year turnover at the 5th year.
2. Year after year, the yearly turnover grows accordingly.
3. We consider two options:
 - a. Turnover is as per budget
 - b. Turnover every year is 20% higher than budget.
4. Depending on YOUR results, In the 5 years you will have earned
 - a. 1.200.000€with an average per year of 240.000€
 - b. **1.600.000€**with an average per year of **320.000€**

PROCESS TO BECOME A CAEM COLLEAGUE

We will follow these 3 main steps:

1. Apply

- a. Do it NOW or send email to us or to cv@caem.net
- b. Send full CV with past experiences. Don't forget to list actual results achieved in the past
- c. If you have experience in our sector, add a section for the market of "Retail Store Equipments" with descriptions and results achieved.
- d. Do answer in full details to the following questions
 - i. Your studies
 - ii. Your expertise
 - iii. Computer knowledge and software used
 - iv. Languages spoken and written
 - v. Previous sales job (per each job include: years you did it, sales at the beginning, sales at the end, and reason for leaving)
 - vi. What do you think of the distribution channel of store equipment?
 - vii. Have you ever sold store equipment?
 - viii. Which items?
 - ix. At what level of the distribution channel (manufaters /reseller/...)?
 - x. For what company?
- e. Do fill in the 248 questions H.T. test:
 - i. Fill in the paper and fax it at +39 0575 489882 or
 - ii. online at <http://www.selezioneonline.com/>, click on the "English" flag, then click on "Test". Don't forget to write "CAEM" in the free fields.
- f. Write us WHY you're applying with us

2. Interview

- a. Arrange for an interview as soon as possible
- b. Arrange for an interview at CAEM in Italy or Uk

3. Sign

- a. After the interview we'll take our decision. Then we will meet in Italy for Sign + Training (5 days- you will be our guest during every stay at our premises)

PACKAGE

CAEM is a family business. We want long term fruitful and loyal business relationships. The package we're offering is studied to deliver maximum safety and long term cooperation.

- Brochure and configuration software
- In house **Customer Support Team** always online for you and your customers
- At a standard competitive discount, a % commission figure is agreed
- Every time you sell for more expensive, we share the difference (you and CAEM)
- Every time you sell it cheaper, we have to put the difference (you and CAEM)
- A **5 years growing plan** is agreed to achieve the final yearly turnover. Starting from the final figure, we go backwards to see the turnover and the sub-products required in every quarter.
- Budget at every quarter is to be achieved. Sub-products are achieved too: number of contacts sent, number of visits to customers, number of quotations made...
- **If budget is exceeded, an extra % on the extra** is paid to you: or target is to accelerate sales as quick as possible.