

## Forecasting & Sales Support @ MG-I

### Job Description

#### **MeteoGroup**

MeteoGroup is Europe's largest private sector weather business with forecasting offices in 9 European countries and customers worldwide. We employ over 100 meteorologists and provide services to media, corporate and industrial customers including international energy companies, national highways authorities, offshore oil companies, broadcasters, newspapers and shipping companies worldwide. More information about MeteoGroup can be found at [www.meteogroup.com](http://www.meteogroup.com)

MeteoGroup is planning to extend its activities in Italy where we work through our partner, *IFS Italia*, ([www.ifs-italia.it](http://www.ifs-italia.it)) and we are seeking to recruit a bright young meteorologist looking for a career with a dynamic and growing weather business.

#### **The Job**

Forecasting & Sales Support

#### **Responsibilities**

- Operational forecasting, creation of Italian text forecasts as required
- Provide sales support to Business Development Manager and to IFS (this last acting in the Utilities market only), attending customer meetings with both the manager and IFS, providing meteorological input and creating service proposals etc
- Provision of weather consultancy services to Italian customers when required. Full training will be provided at MeteoGroup's Berlin office to equip the candidate to provide specialist forecasting consultancy to the Utilities market.
- Marketing Support functions including: blog marketing for "off-the-shelf" MeteoGroup products such mobile applications and *MeteoArchive* ([www.meteoarchive.com](http://www.meteoarchive.com))
- Maintenance of the MeteoGroup Italia website ([www.meteogroup.it](http://www.meteogroup.it)), translation English-Italian of website material produced by the English office
- Creation of promotional material for the Italian market (largely translation from the English versions)
- Product Development: evaluation of MeteoGroup products and their relevance for the Italian market, re-purposing/translating products where necessary for the Italian customer.

#### **Required Skills**

The candidate needs to be a bright, young meteorologist who is enthusiastic about working for a start-up weather business in Italy and happy to do both forecasting and sales support and has the confidence to talk direct to the customers.

The candidate needs a quite well established network with the Italian Scientific Community, such as National Research Centres, Regional MetOff, Universities.

- Masters degree in meteorology or Italian equivalent
- Some work experience in operational forecasting and/or sales organizations would be useful
- Languages: Italian – native speaker. English – fluent or very high level.
- Knowledge of German would be an advantage but not essential
- Some writing skills to facilitate the creation of text forecasts in Italian, the maintenance of the Italian website and the creation of promotional material in Italian.
- An out-going personality with strong communication skills.

#### **Location:**

The role will be based at the offices of IFS Italia in Rome.

#### **Salary:**

Appropriate to experience and skills

**Starting date:** Oct. 2011 (*indicative*)

**Contact:** Apply with your CV at [info@meteogroup.it](mailto:info@meteogroup.it); reference: Application @ MG-I