

Account manager Spain – Madrid region

For our client, a driven innovator and international player in the automotive/aftermarket sector, located in Belgium, we are looking for a Accountmanager Spain who lives in the Madrid region.

Why is this job something for you?

- You get a varied and challenging role within a dynamic company where there are still many achievements and promising projects on the horizon.
- You will be welcomed in an enthusiastic team where you can count on solid training and support, but also sufficient scope to fully develop and apply your commercial, organizational and technical skills.
- In addition you can be assured of a motivational remuneration package supplemented with various extra-legal benefits including a company car.

What are you going to do ?

In this position, you are responsible for the sales of our products in Spain. Therefore you build up strong partnerships with our existing customers and you target new prospects with the objective to maximize the volume of product while maintaining appropriate contribution margins. You will work closely with the Country Manager.

- You develop a thorough understanding of customer's business needs and channels to market.
- You maintain and follow up existing accounts and define the local prospection and growth strategy for your region based on the regional growth strategy and you are responsible for reaching your personal sales objectives.
- You are our brand ambassador in the region. You visit our distributors on a regular basis and you support the sales team of the distributor by giving technical trainings & support, doing co-visits and support them in the organization of local events (road shows, ..) .
- Together with the country manager, the regional marketing specialist & the product department, with whom you have monthly meetings, you define the go to market strategy for the distributors in your region in order to activate the sales in their sell-out channels.
- You work closely together with internal departments like finance, supply chain & production to define how the organization can support the customers on logistics, inventory management & pricing issues.
- You collect market information in your region (pricing, trends, competitors,...)
- You analyze sales performance and report sales numbers on regular basis.

Who are we looking for ?

- You have a higher degree in Business or Engineering, about 3 years of relevant working experience in similar position and spare parts/lubricants/automotive aftermarket business = must-have qualification.
- You are a true Sales talent, Communicative, Analytical and a true Self-Starter.
- You speak Spanish fluently, you have a very good knowledge of English (= must-have qualification as the internal communication is done in English), any other language is a plus.
- Important: You live in/close to Madrid, you can work independently and are willing to learn continuously.

Apply ?

This can easily be done by email on info@clearskyselection.be

For more information about this opportunity, you can always contact Koen Van Hoyer - manager at Clear Sky Selection through the above email address.