

hanfried GmbH

Recruitment consultancy, temporary staffing or placement – hanfried Personaldienstleistungen stands for expertise and passion across the various areas of human resources management. We have been successfully supporting numerous companies across a wide range of industries for many years.

Sales Representative/Key Account Manager (m/f/d) Automotive

(11973)

📍 Place of employment: Barcelona 📄 Type(s) of employment: Vollzeit 📄 Work hours: 40
Hours pro Woche 📅 Start of employment: As of now

Your new perspective?

On behalf of our customer, a renowned German coatings company, we are looking for someone to strengthen the existing team as an **Sales Representative/Key Account Manager (m/f/d) Automotive** for the Spain/Portugal location.

Tasks

- Acquisition of new customers
- Conducting price and contract negotiations
- Coordination and management of international projects for clients of the (commercial) vehicle industry at the interface between research & development, application engineering, and field service
- Development, presentation, and implementation of sales and marketing concepts
- Sales activities, organization and execution of customer and prospect visits
- Project management and controlling, including reporting

Your profile

- Successfully completed studies or comparable qualifications
- Initial professional experience in a similar position and ideally experience in the chemical or automotive industry
- Confident use of MS Office
- Very good knowledge English, and Spanish, German language skills are a plus
- Strong communication and negotiation skills, an organized and independent way of working, as well as the ability to work in a team, flexibility and willingness to travel

What we offer

- A long-term perspective in the customer company
- Varied work in an international company as well as an innovative and dynamic environment

Contact details for job advertisement

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