



¿Are you passionate about Home Automation? ¿Do you have experience in sales?
¿Would you love to develop your professional career in that sector?

If you said YES, YES and YES! Keep reading!

Spring Professional, experts in the search and recruitment of technical, top and middle management, as well as Executive profiles, is looking for an Export Area Manager for an important client located in Barcelona.

Its main activity is related with reaching the sales targets of B2B technical products through the achievement of opportunity-based sales quotas, reaching business targets through excellent communications and sales skills especially expressed via key accounts management, strategy definition and implementation, as well as own sales team management.

His job duties will be develop and implement the sales strategies for the area designated, aligned with the general sales strategy, work with the sales team supporting the area (inside sales members and external agents and distributors) and reach the sales targets for the area and other department objectives. Also, he'll deal directly with key accounts, customers and opportunities traveling abroad.

REQUIRES:

- Two years' sales experience as export manager or similar in the building automation sector.
- Knowledge of BA technologies (BACnet, KNX, DALI...)
- Excellent level of English, good level of other languages (French, German) both written and spoken will be highly considered
- BS/BA in Marketing, Business Administration or in Engineering.
- Past experience in selling technical products for building/home automation will be highly appreciated.
- Working knowledge of Microsoft, Word, Excel, PowerPoint.
- Positive attitude, exemplary attendance, and reliable team member skills: Meeting Sales Goals, Client Base, Closing Skills, Prospecting Skills, Technical Understanding, Building Relationships, People Skills, Data Entry Skills, Customer Focus, Professionalism, Motivation for Sales.
- Hunter attitude, motivation, integrity, vision and passion are essential for this role.