**Account manager Spain, Portugal, Italy, France**

**Position Summary**:

An Account Manager will play a crucial role in expanding the company's After-market sales in the dynamic markets of Spain, Portugal, Italy and France. The key responsibility focuses on cultivating existing customer relationships, forging new partnerships, and driving the company's market penetration strategy in Europe.

Reports to: Regional Sales Manager

Key Responsibilities:

* **Relationship Building**: Foster and strengthen relationships with existing customers while identifying and engaging new key accounts and potential clients.
* **Market Entry Strategy**: Open doors to new sales channels and establish a solid market presence throughout Europe.
* **Market Expansion**: Identify and enter new customer segments and markets in alignment with the company's strategic goals.
* **Commercial Expertise**: Develop and present compelling commercial proposals and skillfully negotiate contracts to secure new business opportunities.
* **Sales Coordination**: Collaborate with the headquarters to negotiate and finalize sales contracts, ensuring alignment with corporate standards.
* **Market Analysis**: Prepare and regularly update a comprehensive European market survey, delivering monthly reports on market trends, changes, sales channels, competitors, and thorough analysis of threats and opportunities.
* **Financial Oversight**: Work in tandem with the headquarters to prepare and execute annual budgets for the European region.
* **Customer Engagement**: Represent the company in front of customers, visiting branches and point of sales, participating exhibitions, providing technical training, and presenting the company's capabilities.

Required Qualifications:

* **Self-motivated Professional**: Demonstrated ability to work independently, set and achieve goals, and take ownership of responsibilities.
* **Versatile Background**: A background in both commercial and technical aspects is advantageous.
* **Educational Foundation**: A bachelor's degree in marketing or a related field is preferred.
* **Industry Experience**: 3-4 years of experience in the automotive industry, particularly in aftermarket or OEM, is highly desirable.
* **Tech-Savvy**: Proficiency in MS-Office is a must.
* **Language Skills**: Excellent command of English, plus at least 2 of these 3: Spanish and/or Italian and/or French is essential.
* **Willingness to Travel**: Be prepared to travel on average 60% of the time to meet with customers and explore new opportunities.
* **Global Exposure**: Previous experience with global companies is considered advantageous.
* Ideal location Northeast of Spain, North of Italy or South of France

Send Resume to Hila Rogalin | hila@motorad.com