



## SALES MANAGER GERMANY

### MAIN RESPONSIBILITIES

- Implementation of commercial development plan.
- Expansion (prospection - capture – retention of new customers) and management of assigned customer portfolio.
- Provide information about all services offered and advice to customers.
- Planification and organization of commercial actions and visits within the assigned geographical zone (+/- 200 visits per year).

### REQUIREMENTS

- Native level spoken and written German. Fluent English and Spanish.
- We´re looking for a results-orientated and customer focused person. Proactive, autonomous yet able to integrate an international cohesive team with a good atmosphere. Strong commercial foresight.
- Good level of negotiation skills and customer care as well as oral and written communication abilities. A capacity to manage and solve potentially conflictual situations.
- Previous experience in industry (automobile, aeronautical, railway...), in a commercial, purchasing, logistics or transport role would be an additional asset.

### WE OFFER

- Full-time position.
- Starting immediately.
- Initial 6-month contract followed by permanent contract if conditions are fulfilled.
- Competitive remuneration package (base and variable).

### WORK BASE

Irún (Spain)

Send your CV to : [cv@htg-express.com](mailto:cv@htg-express.com)

For further information <http://www.htg-express.com/empleo/>