

BARCELONA, SPAIN

SALES MANAGER, SPAIN AND PORTUGAL

YOUR OPPORTUNITY

Sidel is looking for a Sales Manager (based in Barcelona) who manages existing customers and develops new potentials within a defined territory (Spain, Portugal) and/or business area in order to deliver budgeted sales and margins for complete portfolio, with a focus on equipment sales. The Sales Manager provides customers with win-win solutions which meet their needs, thus enabling the company to achieve its Balanced Score Card and regional objectives.

YOUR SCOPE

- Accountable for meeting budgeted sales and margins for the assigned territory/business area.
- Manage existing customers and develop new accounts within assigned territory/business area.
- Establish strong relationships with customers by building a network of contacts within their organization
- Build strategic networks and relationships with vendors, suppliers and integrators to further develop the market.
- Identify market potential for assigned territory/business area and develop strategic and tactical sales plans accordingly.
- Develop customer needs analysis
- Negotiate and issue price lists
- Present quotes in line with commercial policy
- Maintain and clean up-to-date sales pipeline
- Manage Master agreement contract process from beginning to end
- Oversee the execution of the project and maintain customer contact
- Initiate product development strategies (short and long term) through the Product Development Plan
- Represent the company at events/conferences/seminars when applicable and network with trade and sales organizations in the industry.
- Define and implement territory/business area strategy to meet equipment sales and margins objectives
- Ensure customer satisfaction
- Detect market needs for future product development, price positioning, etc.
- Apply key business processes and policies

YOUR PROFILE

Level of education and languages:

- Relevant bachelor degree or equivalent
- Fluent in Spanish and English (written and verbal)
- Any other language (Portuguese, Italian, French) would be seen as an advantage

Required experience and skills:

- Experience in capital equipment and/or services sales and territory/business area management, particularly in the packaging and/or rigid plastic industry or additionally/alternatively experience in bottling or packaging industry covering project management, site management or maintenance management.
- Established customer base and network within the international market

- Significant packaging equipment, market and industry knowledge
- Market evaluation and analysis skills, planning skills; ability to develop and present a value proposition
- Good communication and presentation skills
- Sales management experience; excellent negotiation skills
- Ability to domestic and international travel (>50%)
- Proficient with Microsoft Office products for use in a sales management environment

CONTACT

If you are interested in our proposal, please send your CV/resume with cover letter to:
Sina Fust, Human Resources Manager, by Email: Soazic.Calabuig@gebocermex.com

By applying to this vacancy, the applicant acknowledges and agrees to the processing of his/her personal data included in the job application.

ABOUT SIDEL

The Sidel Group is formed by the union of two strong brands, Sidel and Gebo Cermex. Together, we are a leading provider of equipment and services for packaging liquid, food, home and personal care products in PET, can, glass and other materials.

With over 37,000 machines installed in more than 190 countries, we have nearly 170 years of proven experience, with a strong focus on advanced systems, line engineering and innovation. Our 5,000+ employees worldwide are passionate about providing complete solutions that fulfil customer needs and boost the **performance** of their lines, products and businesses.

Delivering this level of performance requires that we continuously **understand** our customers' challenges and commit to meeting their unique goals. We do this through dialogue, and by understanding the needs of their markets, production and value chains. We complement this by applying our strong technical knowledge and smart data analytics to support maximum lifetime productivity to its full potential.

We call it **Performance through Understanding**.

Find out more at www.sidel.com and connect with us

 blog.sidel.com

 youtube.com/user/sidel

 linkedin.com/company/sidel

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 **Sidel**