

BARCELONA, SPAIN

AFTERSALES MANAGER, SPAIN AND PORTUGAL

YOUR OPPORTUNITY

Sidel is looking for an Aftersales Manager (based in Barcelona) to maintain the relationship with the customers pertaining to Sidel Aftersales offering. Responsible for meeting customer needs and ensuring customer satisfaction, whilst developing and maximising sales and margin contributions for Sidel in given territory.

YOUR SCOPE

- Grow sales and profitability of Services offering, adapt regional services strategy to his/her territory, direct and implement action plans
- Ensure that customer production line is optimised to the maximum
- Propose new Services products that add value to the Customer and are profitable for Sidel
- Sell and negotiate Sidel Services portfolio, according to rules and processes of the Company
- Plan customer contacts, visits and promotions
- Coordinate and analyse market and competitor information, provide forecasts and report to relevant stakeholders
- Contribute to continuous improvement

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:

- Significant packaging equipment, market and industry knowledge
- 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.
- Good communication and presentation skills
- Oriented problem solving and drive for results
- Excellent negotiation skills and Customer oriented
- Ability to domestic and international travel (>50%)

CONTACT

If you are interested in our proposal, please send your CV/resume with cover letter to:
Madam Soazic Calabuig, 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



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