

Akens \ Nordburg is looking for a **Sales Manager Spain (m/f)** for a leading German technology company that specializes in Industry 4.0 solutions. The company provides solutions to help our clients improve their manufacturing processes, increase efficiency, and reduce costs.

As the Sales Manager Spain you will be responsible for developing and implementing sales strategies to drive revenue growth in the Spanish market. You will work closely with our global sales and marketing teams to identify new business opportunities, build strong relationships with key customers, and position our company as a leader in the sector. You will also be responsible for forecasting sales trends, analyzing market data, and providing insights to the leadership team to inform business decisions.

Key Responsibilities:

- Develop and implement sales strategies and initiatives to achieve sales targets and revenue goals,
- Identify new business opportunities and build strong relationships with key customers and partners in the Spanish market,
- Provide regular reports and updates to the leadership team on sales performance and market trends,
- Work closely with the product development team to identify new product opportunities and provide feedback on customer needs,

Qualifications:

- Bachelor's degree in business, marketing, or a related technical field
- Great technical interest
- Several years of professional experience in sales of technical industrial products
- Strong analytical skills and experience using data to inform business decisions
- Proactive, results-oriented, and able to work independently and also in team in a fast-paced environment
- Fluency in Spanish and English (optional German), with excellent communication and interpersonal skills.

Offer:

- Attractive compensation package as well as financial contributions to company pension plan.
- A challenging and varied job in an internationally oriented business
- A familiar working environment
- A long-term employment contract.
- Flexible working hours
- Company car

If you are a results-oriented individual with a passion for sales and a deep understanding of the Industry 4.0 sector, we want to hear from you! Please submit your resume and cover letter to info@akens-nordburg.com