

Sales Manager (Spain)

Gauzy is hiring! We're looking for a highly motivated, goal focused person to take our sales efforts to the next level. As a sales manager, you will lead all sales activities in the defined territory in order to achieve revenues.

Responsibilities:

- Generate growth in existing accounts and strategic new business
- Perform sales activities on major accounts and negotiate contract terms
- Manage and participate in professional exhibitions on behalf of Gauzy
- Develop account strategy; position Gauzy capabilities in anticipation of customer's business strategy
- Generate reports to management
- Prepare presentations

Desired Skills and Experience:

- Experience managing a sales portfolio of \$M
- Minimum of 3 years sales experience
- Bachelor's degree in a related field. MBA – an advantage
- Familiar with the Sales Force system
- Experience working with architects, builders, and interior designers paired with a basic understanding of the building industry in general – a BIG plus
- An exceptional negotiator and communicator
- Excellent verbal, written, and presentation skills
- A "sales" oriented mindset person, with strong attention to details
- Organized and able to manage projects and sales cycle from lead to close
- Motivated, self-starter, who takes initiative
- Proficient in Microsoft Suite products
- English Level – Expert
- Other European languages such as German, French, Italian – A plus

Come and join us! - Apply at jobs@gauzy.com