



**Empleo  
Alemán en  
España**



Cámara de Comercio Alemana  
para España  
Deutsche Handelskammer  
für Spanien

## **Business Development Manager (liquid systems) - Spain & Portugal**

The German Chamber of Commerce for Spain is looking for a **Business Development Manager (liquid systems) - Spain & Portugal** for a leading German company.

Our client offers technologically advanced equipment and systems for the application of fluid coatings, powder coatings and paint to surfaces. With more than 1.700 employees the company is leader in his sector and worldwide present.

### **Your tasks:**

- you are responsible for all sales activities in the field of liquid systems and automated solutions.
- you will advise and support customers in the purchase of technical systems and solutions in the liquid sector, further you will be an important contact person for customer-specific requests and questions (e.g., technology selection, preparation of quotations, budget calculation, pricing strategies)
- you will support the analysis of our competitive landscape, record market trends, and participate in continuous improvement initiatives.
- the support of our partners as well as direct sales activities for liquid solutions (projects) are part of your responsibilities
- you will record your sales activities in our internal CRM system and ensure the project progress according to the sales process.
- you will support and demonstrate products, organize trials at the company test facilities and you will work closely together with other departments of the company

### **Your profile:**

- you have completed a technical degree or can demonstrate comparable qualifications (e.g. process engineering, mechanical engineering or fluid engineering)
- experience in installing and commissioning of complex industrial liquid paint equipment
- solid sales experience in the liquid application industry, preferably automotive and general industry.
- you have a good command of the Spanish language, written and spoken. English language skills are a plus.
- for customer related activities, you have a willingness to travel approx. 70%. of time. You are a resident of Spain or Portugal
- driver's license Class B is a requirement.
- you are a committed, communicative personality with strong negotiating skills, a technological affinity and you like to try new things.

If you are interested in this position please send us your resume to [rrhh@ahk.es](mailto:rrhh@ahk.es)