

## Account Manager Spanien (gn\*)

2024-12-23 - Sales & Brand Operations

AQIPA is a leading, internationally operating company specializing in the distribution and marketing of high-quality and innovative technology products. Headquartered in Austria with branches across various parts of the world, AQIPA takes pride in offering original solutions in the fields of consumer electronics, lifestyle, and accessories. With our slogan "We Grow Brands," we underscore our commitment to promoting and evolving brands by introducing innovative products to the market and supporting them with top-notch services. AQIPA sees itself as a growth driver for brands in the consumer electronics sector.

We are looking for an

### **Account Manager (gn\*)**

In the field service for the greater Levante/Valencia or Sevilla/Cordoba area

#### **YOUR MISSION WITH US:**

- As an Account Manager, you will be responsible for building and maintaining long-term customer relationships and professionally processing customer inquiries
- Support in the preparation of offers as well as the coordination of orders and deliveries to ensure a smooth process
- Participation in the acquisition of new customers and the planning and implementation of sales promotion measures
- Maintaining and updating the customer database and creating and analyzing sales reports
- Shelf maintenance and merchandising on site to ensure good product presentation to our partners
- Active participation in internal training and further education measures to continuously expand specialist knowledge

#### **WITH THE RIGHT BACKGROUND YOU MAKE THE TEAM COMPLETE:**

- Experience in sales, preferably in field sales desirable
- Completed commercial vocational training
- Sales talent with strong communication skills and a confident manner
- Strong negotiating skills as well as a structured and solution-oriented way of working
- High willingness for business trips and, if possible, residence in the sales area Levante/Valencia or Sevilla/Cordoba

- Confident handling of MS Office and SAP
- Car driver's license
- Fluent in Spanish and English

#### **WHAT YOU CAN EXPECT WITH US:**

- Flexible working hours to promote your work-life balance
- Further training (language courses, etc.) to support your professional ambitions through individual planning
- Home office (approx. 20%)
- Modern equipment incl. laptop and company cell phone
- Company car also for private use
- 22 days vacation per year
- Premium-based remuneration model

#### **SMALL PRINT ON A GRAND SCALE: WE OFFER OTHER ADVANTAGES THAT MAKE WORKING MORE PLEASANT, BUT SHOULD NOT BE THE MAIN REASON FOR YOUR DECISION:**

- A modern working environment in an open, international atmosphere characterized by a positive spirit and flat hierarchies.
- You are involved right from the start. Your colleagues will give you a warm welcome and be ready to help you - both during and after your induction.
- A future-proof job with long-term prospects and a great deal of fun at work.

We are looking forward to receiving your application documents, including a letter of motivation, via our [Application Form](#) and will be happy to provide you with further details in a personal interview.

\* The sign "gn" stands for gender-neutral. We are open to all people and address all genders equally.