

Bedrijfsdetails

Baltimore Aircoil Company, BAC, is a global manufacturer of **heat transfer products and services**. We specialize in developing resource-saving evaporative cooling equipment that conserves water and energy. The products of BAC Europe are distributed across Europe, the Middle – East and North Africa.

Baltimore Aircoil Iberica SA, a subsidiary of BAC Europe, offers a complete range of products and aftermarket services ensuring safe and optimal performance of BAC cooling towers and evaporative condensers.

To strengthen our Iberica team, we're recruiting a General Manager

The general manager is responsible for all aspects of developing and managing the day-to-day operations of a local sales office and implementing the BAC strategy together with his/her team. The set up, implementation and execution of the sales plan actions for both units and aftermarket will also be one of the primary responsibilities. Thanks to the coaching and guiding of the BAC direct and independent sales representatives in the region, realistic and goal oriented business plans can be developed and should increase sales and maintain profit goals. The general manager is also responsible for the implementation of tactical marketing program, driving the execution of the global strategy and management in the region. In this role you actively participate in the sales activities for at least 70% of your time.

Interested to manage a regional sales office and implement our global sales strategy?

- You lead, motivate and provide support to the BAC direct sales and independent sales representatives in the region, to achieve allocated sales targets and act upon the requirements of our customers.
- You execute business development strategies and business plans for growth according to local requirements and develop annual forecasts for defined territories by analyzing historical sales and profit results and negotiate new objectives for individual sales people.
- The general manager also plays a crucial role analyzing, evaluating and monitoring the technical and contractual terms of all projects.
- As being a small, local office, you are also responsible to manage all office related activities.

Profiel

Experienced sales and people manager with an engineering background?

- You combine a master's degree in engineering (or equivalent) with a proven track record of industrial sales experience within an international manufacturing industry and several years of sales management experience.
- Strong people management skills are necessary. Financial knowledge and business acumen are crucial to understand financial ratios and data for your region.
- You are highly customer oriented, supported by first class listening skills and professionalism. You can captivate and convince an audience thanks to excellent communication, presentation and training skills.
- By showing a high level of sales and negotiation skills, you are driven by results and motivated by achieving challenging goals.
- You have the ability and interested in understanding the market and perform competitor analyses.
- You can express yourself fluently in Spanish and English.
- The willingness to travel on a frequent base is necessary.

Aanbod

What we offer you?

- An exciting job within an international environment at a market leading company.
- You'll work in an enthusiastic company and team where we stimulate training and personal development.

- An international company with a strong focus on sustainability.
- A competitive salary added with fringe benefits.

Locatie:

Spain, Madrid

BALTIMORE AIRCOIL

Industriepark Zone A
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Interesse?

Voor meer informatie:

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