



Southern Europe Area Manager

Job Title: Area Manager (Full Time)

Location: Preferably Spain (Andalusia). (Italy or Portugal are also allowed).

Allsee has a new opportunity for an enthusiastic person to join our ever expanding business. We are now seeking an Area Manager to manage the expansion of the Southern European market. This is a great prospect for the right candidate to work for a fast growing and dynamic company within the Digital Signage Industry. You will be responsible for all sales in Spain, Portugal and Italy and report to the Managing Director (EU). Once a few weeks you'll fly over to Belgium (EU HQ) or Birmingham (UK HQ) to have staff and sales meeting. This could also be with online meetings instead of locally in the HQ. You'll be a part of a young team, helping to develop and maintain our existing client account base and bringing in new business.

Allsee has quickly developed into a market leading Digital Advertising Display Manufacturer with an impressive Blue Chip client portfolio. Their success has been driven by their professional approach dedication to customer service and a willingness to go the extra mile to achieve results – these are therefore key attributes they would look for in prospective employees.

Principle Responsibilities

Your primary function will be managing part of an existing client base; establishing and maintaining relationships with these long-standing customers and helping to grow their accounts.

- Maintain and support existing client accounts and encourage growth by researching and recommending solutions
- Careful and dedicated management and development of the network of resellers.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending exhibitions; reviewing industry magazines; establishing personal networks; benchmarking state-of-the-art practices.
- Contributes to team effort by accomplishing related results as needed.

Key Competencies

- Minimum 3-5 years sales experience
- A clear desire to work in sales
- A drive to achieve results and evidence of success
- Logical and prioritized approach to time/work management
- Ability to work methodically and independently
- Professional and confident telephone manor
- Ability to establish relationships and a rapport with prospective clients
- IT Experience advantageous but not essential

Prerequisites

- Dedication to task
- Speak/Write English and Spanish/Italian/Portuguese fluently (one of those 3)
- IT Proficient; namely Microsoft Windows/Office
- Good communication skills
- Evidence of strong team-working skills
- Pleasant, likeable and professional demeanor
- Have a driving license and a car or other way of moving around.

Salary:

Negotiable; fix + commission.