

SALES DIRECTOR – HEAD OF SALES - Madrid

EMPRESA

With more than 140 projects in 40 countries and more than 40 international awards [EMPRESA] is the Global Leader in Building Integrated Photovoltaic Glass. We have developed the first transparent photovoltaic glass ready-to-market. A glass able to generate electricity that has been installed in buildings for Apple, Samsung, Coca Cola, Pfizer or the Embassy of the US in Jakarta in cooperation with the top architects of the world such as Norman Foster, SOM or Gensler.

We have been recognized as one of the companies with the highest growth potential of the European Union. Would you like to grow with us?

MISIÓN

(F1) We're looking for someone who can bring in new perspectives and life experiences to our team. If you're a big thinker willing to grow together with the global leader in Photovoltaic Glass for Buildings, then you're a potential candidate. As Sales Director – Head of Sales you will be the driving force in leading the sales team to achieve the business goals and key objectives such as:

FUNCIONES

- (F2) -Develop and drive the sales strategy
- (F3) -Responsible for Sales to drive business objectives converting our Pipeline into Sales and Profits
- (F4) -A Pipeline with hundreds of projects in several countries and a multimillion value
- (F5) -Managing high-level decision making and strategy planning
- (F6) -Strengthen relationships with key clients and partners
- (F7) –Assisting sales representatives to maintain relationships and negotiating and closing deals
- (F8) -Identify areas of improvements and new business channels to expand the business
- (F8) Opening up new and innovative sales channels with a strategic mindset and great leadership

EXPERIENCIA

(E1) At least 10 years of relevant experience in sales of building materials, specially glass.

HABILIDADES

Strong interpersonal skills and a hunter in sales,
strategic business planning
Good team player
Travelling required

If you are interested please apply now!

For more information about our company please visit our website: <http://>

Thanks!