



Boplan España – Regional Account Manager (Central Spain)

In search of a Regional Account Manager (Central Spain)

Your position in our team

As a Sales Account Manager, you will join a dedicated team reporting to the Sales Manager. You will be responsible for managing your **designated region**, overseeing **project lifecycles from inception to completion**. You will collaborate closely with Internal Sales to ensure **seamless communication and project execution**, utilizing **CRM and ERP systems** for enhanced performance and efficiency.

Key responsibilities

- **Implement Boplan's Sales Strategy** processes, ensuring client satisfaction and resolving any issues promptly.

Zone responsibilities

- **You will be responsible for the Madrid and Castilla la Mancha region**

Requirements for success

To excel in this role, you must:

- have proven experience in organizations that employ **product leadership** as a strategy, focusing on innovation and product development
- have a strong background in navigating and excelling withing **fast-growing and rapidly changing environments**.
- embody our Boplan DNA, aligning with our **core values**.
- have a **successful track record in B2B sales**, preferably within an industrial environment, with an existing **network** in this sector being an advantage.
- demonstrate a **proactive, entrepreneurial mindset** with a **passion for sales and safety**.
- possess strong **communication and negotiation skills**, with proficiency in CRM (Navision) and ERP systems.
- exhibit **flexibility** and a **hands-on approach**, thriving in a dynamic, customer-focused environment.
- preferably show fluency in **English**, as Boplan operates in an international setting.

You are a successful Proud Protector if you can

- identify and capitalize on **market opportunities**, transforming them into **high-quality and successful leads**,
- maintain a high level of **market engagement** through **regular customer visits**,
- leverage your **extensive product knowledge** to create and implement an **optimal product mix**.
- Join Boplan to be part of a pioneering team at the forefront of safety innovation.
- You will have the opportunity to influence market expansion and shape the future of industrial safety solutions.
- We offer a supportive and dynamic environment that encourages growth, creativity, and initiative.
- Experience an inspiring career, with a competitive salary and attractive benefits, all within a modern setting.