

# WE ARE HIRING.

turijobs

## SENIOR SALES EXECUTIVE.

Due to our business's expansion, we are searching for a Senior Sales Executive (m/f) to join our team. The SSE will work in Palma de Mallorca, and will report to the Commercial Manager in the central offices of Turijobs in L'Hospitalet de Llobregat.

The SSE should keep creating business opportunities, bring value and give an excellent service to the companies of reference in the Balearic Islands.

### YOUR PROFILE

- Sales and market-investigation oriented profile
- Ability to work responsibly and autonomously
- At least 3 years of experience as a Sales Executive or Key Account Manager.
- Commercial and communication skills, specially regarding negotiation.
- Native or bilingual level of Spanish and advanced level of English. German will be highly valued.
- Target-oriented personality
- Anticipate and exceed clients' satisfaction.
- Proficiency with Microsoft Office tools, as well as familiarity with databases and CRM softwares.
- Driver's permit and own vehicle.
- Availability to travel.

### OUR PROPOSAL

- Immediate incorporation + open-ended contract
- Initial training on behalf of the company
- Be a part of a youthful dynamic team
- Work in a growing company

### YOUR RESPONSIBILITIES

Reporting to the Commercial Manager, your main responsibilities will be:

- Maintenance and broadening of the assigned client base through counselling
- Opportunity detection through the deployment of the product and services portfolio of the company.
- Realization of commercial visits and elaboration of proposals and budgets aligned to clients' needs.
- Active follow-up of the open sales opportunities.
- Provide information about products and services of the company.
- CRM system update.

Apply for this job on [turijobs.com](https://turijobs.com)



## ABOUT US.

Turijobs is the employment portal for tourism and hospitality. We have international presence, operating in Spain, Portugal, Mexico and Brasil, with over a million registered users.

This great community allows us to provide companies from this industry with the best employment and employer branding services.