



Illinois Tool Works (ITW) is a global industrial company which has businesses operating in nearly every corner of the globe, with a significant presence in developed as well as emerging markets. Its products and solutions are at work all over the world, in deep-sea oil rigs, aerospace technology, bridges and wind turbines, healthcare, the spaces in which we live and work, the cars we drive, and the mobile devices we rely on. ITW employs more than 43,000 people, and is based in Glenview, Illinois, with operations in more than 52 countries.

As part of the ITW Group, ITW Welding is represented in Europe by the Miller® and Elga® brands. We make welding products for the welders who build our world. These welders take pride in doing their best work — and they only want to work with the best equipment. That's why Miller creates innovative solutions to solve their welding challenges.

To strengthen our European sales team, we are looking for an experienced Sales Manager (all genders) for welding equipment and welding consumables to build long term, trustful relationships with our distributor partners and customers in Spain and Portugal and to further expand our business with new customers in this regions.

Sales Manager Spain/Portugal (all genders)

ESSENTIAL FUNCTIONS:

- Sale of our technically sophisticated product range, in particular Miller welding machines and welding equipment
- Application-technical consultation of users and distribution partners
- Support of the existing customer base and further development of customer relations
- Proactive customer acquisition in the sales area
- Close cooperation with ITW Welding sales team, the internal sales department and our research & development department
- Market and competition monitoring
- Independent sales and budget planning for the assigned sales territory
- Achieving sales and margin targets through structured and focused collaboration with existing and new customers
- Introduction of new products and training of end users and sales partners
- Participation in trade shows

WE OFFER:

- Responsible and varied job with a long-term perspective
- Excellent remuneration with performance related bonus system
- Company car, also for private use
- Opportunity for continuous professional development
- Working in an independent role within an international organization and committed team a competitive vacation package
- Intensive support during the onboarding period

QUALIFICATIONS:

- Minimum of 5 years of professional experience in a sales, sales management or similar role; preferably in the welding industry
- Bachelor's Degree or equivalent experience required with a good technical and commercial background in the field of complex technical equipment
- Proven track record of developing positive customer relationships.
- Challenger mindset, able to educate the end-user to think differently about their business
- Demonstrated ability to analyze specific needs of markets and regions to implement a plan to grow business
- A proven track record of exceptional organizational, planning and negotiating skills in addition to exceptional verbal and written communication
- Fluent in Spanish and English language, preferably Portuguese
- Must have be disciplined and motivated mindset and be a team player to succeed in an independent and self-directed environment with little supervision.
- Extensive travel within region required.
- Intermediate Proficiency in MS Office programs (Word, Excel, and PowerPoint) and exposure to Customer Relationship Management (CRM) systems



BECOME PART OF OUR STRONG SALES TEAM AND APPLY NOW!
apply.emea@ITWwelding.com • Additional info: +49 172 6625708