



PR/118414 | Sales Executive / Key Account manager

Job Information

Recruiter

JAC Recruitment UK

Job ID

1575429

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Spain

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 10:52

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Sales Executive / Account Manager (2–5 years of experience)

Job Description

Our client is looking for a Sales professional with 2 to 5 years of experience to join a multinational company in a growth phase. The selected candidate will be responsible for client acquisition and management, as well as for developing new business opportunities, actively contributing to the company's growth.

Key Responsibilities

- Acquisition of new clients and development of a client portfolio.
- Management and follow-up of existing clients.
- Identification of business opportunities and preparation of commercial proposals.
- Negotiation and closing of agreements.

- Monitoring of sales objectives and reporting commercial activity.
- Coordination with other departments to ensure proper customer service.
- Making quotations.

Requirements

- Proven experience of 2 to 5 years in sales roles.
- Strong results-oriented mindset and negotiation skills.
- Excellent communication and client management abilities.
- Well-organized, proactive and able to work autonomously.
- English
- Previous experience in B2B environments and/or multinational companies is a plus.
- Experience or knowledge of the pharmaceutical industry is a strong plus.
- Experience using LinkedIn or other social media/tools for digital marketing is a strong plus

What We Offer

- Opportunity to join a well-established multinational company.
- Stable position.
- Long-term project with professional development opportunities.
- Initial training and continuous support.
- Positive work environment and collaboration with international teams.

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Company Description