



## 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