

# AREA SALES MANAGER SPAIN / PORTUGAL

We are looking for an Area Sales Manager Spain/Portugal (m/f/d) to develop this region with enormous growth potential. You will expand our established customer base, acquire new customers and develop additional application areas.

## YOUR TASKS

- Responsibility for the Spain and Portugal region, offering significant growth potential
- Expansion of our well-established customer base across various industries
- Systematic acquisition of new customers and development of new application areas
- Regular customer visits and face-to-face technical advice on site
- Extensive travel (approximately 70–80%)
- Working from a home office, reporting directly to the Managing Director

## YOUR PROFILE

- Solid technical or commercial qualification, such as a university degree, advanced technical qualification or professional business qualification
- Experience in selling mechanical or mechatronic components for automation technology, such as grippers, stoppers and singulation systems
- Enjoyment of on-site technical sales and a willingness to travel extensively
- Passion and drive to win new customers
- Hands-on mentality, with a focus on implementation rather than only market analyses, PowerPoint presentations and SEO/GEO strategies
- High level of self-motivation, proactive customer engagement and a strong drive to grow the business
- Personal motto: "Wanting is one thing. Making it happen takes it to the next level!"

## ABOUT US

Asutec GmbH is a modern, medium-sized company and one of the world's leading manufacturers of damping and stopper modules for transfer systems in automation technology. Our product portfolio also includes gripper systems, which are primarily used in robotics, plant engineering and assembly handling.

With over 35 years of experience, we develop, manufacture and distribute more than 5,000 component solutions as well as customised special solutions. As a modern medium-sized company, we have always been characterised by our pioneering spirit and innovative strength. Through our continuous pursuit of perfection, we repeatedly set new standards.

## HAVE WE SPARKED YOUR INTEREST?

We look forward to receiving your detailed application documents at bewerbung@asutec.de.

**APPLY NOW**

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