



At COVAL, we set out to provide our clients and users with vacuum handling solutions that meet their goals in terms of profitability, productivity, quality, safety, and environmental conservation. With over 35 years of experience, COVAL is a leader in vacuum technology for robotics tooling. By joining us, together we will shape the next generation of intelligent, sustainable production powered by COVAL's unmatched vacuum expertise

We are in search of a dynamic Area Sales Manager to enhance our team in Spain. The successful candidate will possess a minimum of 2 years of experience in technical sales within the B2B sector, ideally gained in Industrial automation industry. This role is pivotal in driving our sales of vacuum automation products across a designated territory, from Madrid to the southern regions of Spain.

Your Key Responsibilities:

- Strategically identify and cultivate business opportunities within the assigned territory.
- Foster and strengthen relationships with key customers, broadening the company's customer base.
- Oversee the entire sales cycle of vacuum automation products, ensuring a seamless process.
- Engage with customers through regular visits and frequent travel, providing exceptional service.
- Actively participate in marketing initiatives to elevate the visibility and appeal of our products and services.
- Implement, monitor, and report on strategies aimed at enhancing business processes and performance.
- Guarantee a smooth and transparent transition of projects to the relevant teams.
- Serve as the primary liaison between customers and the Piab team, ensuring effective communication and satisfaction.

What we expect from you:

- Completion of technical studies in industrial mechanical automation (minimum FP-2 level or equivalent).
- knowledge of pneumatics and experience in industrial process automation.

- Proven sales track record, with at least 2 years of experience in a similar role.
- Fluent in English and Spanish, capable of holding business-level conversations.

Ideal Candidate Profile:

- A motivated self-starter with a passion for technical sales and a drive to exceed targets.
- Excellent interpersonal skills, with the ability to build and maintain strong customer relationships.
- A strategic thinker with a keen eye for identifying and seizing business opportunities.
- Willingness to travel extensively across the assigned territory.
- Strong organizational skills, with the capacity to plan and execute marketing and sales strategies effectively.
- **Please note that residency in the Madrid area is mandatory.**

At COVAL, we value employees ready to roll up their sleeves and turn ideas into reality. We lead by example, committed to our customers' success as the world of automation continues to evolve. Here, you will not just be working on projects, you will be shaping the future of automation!

We are committed to creating a more equitable, inclusive, and diverse company and we strongly encourage all qualified applicants of all genders, ages, ethnicities, cultures, abilities, sexual orientations, and life experiences to apply.