

**Alltrucks Truck & Trailer Service** is a joint venture of the three leading commercial vehicle suppliers **Knorr-Bremse, Bosch, and ZF** with headquarter in Munich. As the system headquarter, we offer our network partners expert maintenance and repair services across all established brands in the commercial vehicle business (heavy trucks and buses).

For the development of our business in Portugal and the Western part of Spain we are looking for an experienced

## Technical Sales Consultant Western Spain & Portugal (m/f)

For the roll-out of the comprehensive workshop concept in the aftermarket of commercial vehicles (home office based).

### Responsibilities:

- Presentation of Alltrucks concept and all its related services to potential customers.
- Acquisition of commercial vehicles workshops as network partners
- Personal assistance and development support for the workshop partners
- Commercial and technical mentoring of the workshop partners
- Sale of services and products
- Support in the development of new services
- Link with the Headquarters team in Germany for solving operational issues
- Participation in meetings and fairs, as well as in partner events

### Requirements:

- Business or Engineering degree/or proven equivalent technical background
- At least 5 years of experience in the commercial vehicles sector (heavy trucks, buses and trailers), with a knowledge of workshop processes and performance indicators
- Very good technical know-how in the commercial vehicles sector
- Possibly sales experience or career changer with commercial vehicles background
- Good communication skills, persuasion power and customer orientation
- Creativity, self-motivation and acting proactively would complete the profile
- Fluency in Spanish is mandatory. English business level is a must and German is an asset
- Extensive travels around the assigned area for the main part of the time, with periodical meetings in Madrid
- Use of PC (Word, Excel, Power Point)

### We offer you:

- A permanent work contract
- An attractive salary package
- A company car, also for private use
- Excellent development possibilities
- Trainings
- Home office

Are you interested to build up the business in Spain? Then we look forward to receiving your application together with remuneration level and availability at the following email address: **info.es@alltrucks.com**

For further information please visit our homepage [www.alltrucks.com/es](http://www.alltrucks.com/es)