

**>atlanta travel & corporate events consultants, is looking for the best  
Sales Executive in Andalucia for our offices in Sevilla**

**The selected candidate must have:**

- University degree in economics, tourism or sales & marketing.
- Minimum 1 year of proven sales experience.
- Commercial background in the B2B market: Tourism, Marketing, IT, Automotive, Banking, Insurance, etc.
- Strong selling skills. Proven closing and forecasting skills. Must be customer oriented.
- Creative concept of sales, flexibility to adapt to different situations and communicate on different levels.
- Ability to build cross-functional relationships necessary to deliver revenue results.
- Logistical and technical knowledge of the meetings industry.
- Ability to work towards objectives, plan their own agenda. Results-oriented performance and a high degree of autonomy. Must be proactive, entrepreneur and self-motivated.
- Bilingual Spanish and English.
- Good level of TIC.
- Availability to travel.
- Residency in Spain and current work permit
- Experience in the Spanish Market

**Reporting to the Office Manager and the Commercial Director the selected candidate will be responsible for:**

- Expanding clients portfolio and establishing new contacts with prospective clients
- Developing business and maximizing proactive sales methods on the market: sales calls, presentations and client briefings at industry events
- The achievement of the economic and commercial targets assigned
- Identifying, through market and customer profiling, high potential revenue opportunities in meetings, events, congresses, conferences, incentives.
- Selecting and contacting the prospective client.
- Hunting for new clients revenue
- Understanding Atlanta's products and services. To build up new segment customer relationships and develop valuable revenue opportunities.
- Effectively responding to RFPs and delivering complex sales proposals both in person and in writing.
- Maintaining and updating the database of clients and prospective.

**We offer:**

- Great opportunity to join a leading company in the meeting industry.
- Contract and salary in relation to the experience and attributes of the candidate.
- Attractive salary + bonus system

- **We value**
- Experience in consultative selling and in the Sector.
- Professional contacts with Decisions Makers

*Interested candidates should send an updated C.V.: [rrh@atlanta.es](mailto:rrh@atlanta.es)*