

>atl@nta events & corporate travel consultants, is looking for the best Business Development Manager for our office in Madrid

The selected candidate must have:

- University degree in economics, tourism or sales & marketing.
- A minimum of 5 years of proven sales experience in the corporate travel and MICE industry.
- Strong selling skills. Proven closing and forecasting skills. Customer oriented is a must. Creative concept of sales, flexibility to adapt to different situations and able to communicate on different levels.
- Ability to work towards objectives, plan their own agenda.
- Results-oriented performance and high degree of autonomy.
- Proactive and self-motivated.
- Experience in the Spanish Market.
- Bilingual Spanish and English.
- Professional contacts with decision makers.
- Good level of TIC.
- Availability to travel.
- Residency in Spain and current work permit (if not E.U. citizen).

Reporting to the Commercial Director the selected candidate will be responsible for:

- The achievement of the assigned economic and commercial targets.
- Identifying, through market and customer profiling, high potential revenue opportunities in the MICE industry and the corporate travel to select the prospective client.
- Expanding clients portfolio and establishing new contacts
- Hunting for new clients revenue.
- Developing business and maximizing proactive sales methods on the market: sales calls, to make pitches, client briefings.
- 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, CRM.

We offer:

- Great opportunity to join a leading company in the corporate travel and MICE industry.
- Labour Contract and INSS affiliation (National Health Service)