

Account Manager - Italy - Barcelona Office

Want to build a revolutionary secondhand market from the ground up?
Join GINDUMAC.

We are looking for a “Account Manager - Italy” for our office in Barcelona to be part of our growing Sales and Marketing team!

GINDUMAC – Global Industrial Machinery Cluster is an innovative, international Start-Up in the area of trading used production machinery. We are looking forward to motivated sales talents who are willing to go with us create and shape the Digital Future of the used machinery market.

Responsibilities:

- Take full ownership of lead generation within the Italian machine seller and buyer community Take full ownership of recognizing trading potentials between sellers and buyers
- Arrange appointments for our Machine Quality Managers by calling production companies which are willing to sell their machines
- Educate production companies about GINDUMAC which are willing to buy used machinery by calling them
- Gather market prices of current dealer offerings
- Ongoing Market Research on production companies and machine dealers

What we offer?

- Be our connector to sellers and buyers of used production machinery
- Acquire and sell used machines out of the categories: machine tools, sheet metal, injection moulding and additive manufacturing

Your profile:

- Hands-On Mentality!
- Don't be afraid of calling and talking to people you do not know!
- Entrepreneurial spirit
- High determination and proactivity
- Profound communication skills (verbal and written)
- Native Italian level
- Good English Skills
- Ideally you have already gathered 2-3-year experience in b2b sales/marketing and/or Tele-Marketing

Why you shouldn't miss this:

- Be part of building a business from scratch
- Be part of building a game changing marketplace in the industrial segment
- Be part of a unique company with a unique working environment
- Flexible working hours
- Space for own idea development within the business
- Work from a cool office in the district of Poble Nou / Barcelona
- Competitive compensation package

We are looking forward to getting to know you.

We are looking forward getting to know you. Please send us **your CV and Cover Letter** to **career@gindumac.com** using the subject "**Account Manager – Italy**".