




Company Description

It is a team of people that adds value to our clients by offering global solutions as an industrial supplier of semi-transformed metal products, screws and fixing systems. Currently the Group is made up of more than 950 professionals located throughout the world. They reach more than 13,000 clients in more than 100 countries, generating close to 50% of our business abroad. They have permanent establishments in Spain, China, Germany, Mexico and Portugal. They have commercial offices in different countries with a wide rate of industrialization. At Lontana Group they are committed to building a team of Good Good People as a guarantor to improve day by day. They firmly believe in having people whose attitudes and skills are aligned with corporate values and business needs.

Information

 Deadline: 2025-05-04
 Category: Business
 Province: Germany

 Country: Germany
 City: Ratingen

Company

LONTANA, S.A.



Main functions, requisites & benefits

Main functions

Generic Job Functions: To carry out the essential actions defined in your Action Plan for your area. To keep customers and attract new customers. To apply the pricing policy and general sales conditions in the area. To manage the relationship with customers and carry out the Commercial follow-up to achieve the objectives. To ensure the supply of orders, offers and consultations in quality, cost and term. To practice continuous improvement to achieve the objectives. **Specific Job Functions:** To be responsible for area/route commercial management. To have direct contact with client (Visits). To assign conditions. To resolve incidents / Claims management To make offers. Deal tracking. To attend telephone. You will need your own vehicle to travel and visit clients. The mileage will be paid.

Requisites

University Degree (Degree in Business Administration, Economics or similar). Product, market and customers. Creativity, optimism, positive attitude, perseverance, analytical and negotiating skills, problem solving... Experience in commercial positions will be valued.

Benefits

Stable incorporation in a multinational and growing company, with a consolidated position in the market. You will join a great team of people with an excellent work environment. Flexible hours to reconcile your work and family life. 2 days teleworking max/ week. You will never stop learning. Personalized and continuous training plan that will allow you to lead your own professional development. We have a strong commitment to diversity and equal opportunities, as well as working relationships based on mutual respect, which we guarantee throughout the selection process.

