

e-Commerce Client Manager (EMEA) – 2 vacants

Selectiva is looking for a specialist in sales as a Merchant Acquisition Sales Executive you are responsible and accountable for growing Merchant coverage in EMEA. The main objective of a Senior CLM is to maximize business and revenue growth through proactively identifying opportunities, developing and executing sales strategies, collaborate across markets and LOBs and ensuring full acceptance and engagement within his/her EMEA portfolio.

- We need:**
- Native level English written and spoken
 - Background experience in e-Commerce acquisitions in European markets
 - Direct Sales experience
 - Ability to think creatively
 - Ability to work as part of a team
 - High level of integrity, willingness to learn and adapt to changes
 - Strong analytical, time management, problem solving and planning skills
 - Ability to communicate in a clear, concise, articulate manner
 - Knowledge in MS Office (Excel, Access and PowerPoint, Salesforce a bonus)

Functions:

- Maintain and grow active locations
- Improve merchant satisfaction measured through annual survey
- Retention of account
- Ensure compliance and control
- Build and leverage client relationship
- Best practice sharing and team support

Minimum experience: At least 2-3 years of experience in Sales

Country: Spain (Madrid)

Contract: Permanent position

Salary: 28,000€ fixed + 18.000€ variable (100% target is achieved) If a lower % or higher % of target is achieved, it will be paid accordingly.

Ticket restaurant and health insurance

Company: SELECCIÓN SELECTIVA ETT S.L.

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Contact person: Roberto Navarro García roberto.navarro@selectiva.es +34 674 36 61 87

Application: Send CV or Resume to roberto.navarro@selectiva.es