



VACANCY

Area Sales Manager Spain

Requirements

- Master's degree in engineering (mechanical or plastic).
- Experience in new customer acquisition.
- Ability to measure mechanical pieces and make technical drawings.
- Commercial and strategic mindset.
- Knowledge of MS Office and experience with ERP systems.
- Results-oriented and willing to travel frequently.
- Communication skills and entrepreneurial attitude.
- Fluency in English for internal communications.

 **Catalonia**  **Minimum of 10 years experience**



Maxi Melt is a company focused on the supply of custom metal components for high-performance machinery in the plastics processing industry like screws and cylinders needed for the plasticizing of plastics. Thanks to their continuous growth, they are looking for an Area Sales Manager in Spain who wants to take advantage of the opportunity to lead the expansion.



MAXI MELT

Maxi Melt is an Italian-based company in expansion. It has offices in the Netherlands and a large customer base in Germany, France, and Spain. According to the specific needs of each customer, Maxi Melt designs and manufactures all the mechanical components required for the plasticizing of the polymers. Thanks to their knowledge of the market and their needs they create profitable products, with unique designs and focus exclusively on each customer's needs, reducing costs and waste. The customers are the processors, machine builders, and resellers in the area's injection molding and extrusion.

Maxi Melt has more than 45 employees in its organisation and has been in Spain since 2017, where they already have a portfolio of 50 clients mainly in the Cataluña area. It is a very profitable company with a great expansion margin that is currently between 10 and 12% EBITDA. That generates a very flattering investment and expansion opportunity.



VACANCY

Area Sales Manager Spain

Maxi Melt is looking for an Area Sales Manager for Spain who has the right technical knowledge and an entrepreneurial mindset. Candidates will be focused on the structural growth of the organization working hand-in-hand with colleagues from the rest of Europe. Therefore, they will also be the meeting point between the company and customers in Spain.

The Area Sales Manager will have the responsibility of providing commercial and technical support to the clients, understanding what needs are there, and proposing solutions. You will have to maintain the current client portfolio and look for the necessary opportunities to amplify it, in a way that generates consultations and turns them into specific requests. The Area Sales Manager will have to prepare the appropriate marketing and sales plans for the expansion areas such as País Vasco, Comunidad Valencia or Madrid, while at the same time maintaining the more than 50 clients who already have the services of the company.



Doubtless, this position is a challenge to the new Area Sales Manager in Spain. This role will give you the opportunity to develop a broad career with a lot of future, will report directly to the people in charge of the company, and will learn from the experience they have lived.■



“When a customer has a problem, we are willing to investigate until we find a solution. From this solution comes a new part design. We are in the market because we can solve our customer’s problems.”

Jan Brus, Hiring Manager in Maxi Melt BV Netherlands.



Interested? Maxi Melt is working with Top of Minds to fill this vacancy. To express your interest, please contact Ana Moya Morales at anamoyamorales@topofminds.com.