



Senior Account Manager – Europe Automation Valencia, Spain

Part of the Lincoln Electric Company, Fori Automation is a leader in the design, build and integration of automation, assembly systems, welding and end-of-line testing for the global marketplace. We support our diverse customer base with inventive and thoughtful solutions for their manufacturing needs.

We are seeking a strategic and results oriented **Account Manager** with a technical **background to manage automation sales in Europe, excluding Germany.**

Your Missions

- Be a key participant to define the strategy for automation systems in Europe including target customers and applications, competition, pricing, market trends, supplier development and alliances.
- Develop and maintain top level decision maker relationships with target customers.
- Manage commercial discussions and negotiations including costing, scope of work, timing, payment terms, warranty, etc.
- Help to establish processes and associated proposals based on customer requests for quote.
- Work with the marketing department to develop literature, videos, and sales tools as required.
- Effectively work with Engineering and Project Management departments to ensure customer requirements are achieved.

Your Profile

- Technical background: Bachelor of Science in Mechanical Engineering preferred.
- Minimum 10 years' experience with automation, custom design, and build systems.
- Must have automation system experience in a manufacturing, engineering, or sales role.
- Proven track record of strategic selling and managing negotiations.
- Prior experience in effectively leading a team of employees.
- Strong interpersonal & communication skills.
- Team oriented.

Interested?

Send your CV and application to:
AMenendezRodriguez@lincolnelectric.eu