



› REGIONAL SALES MANAGER SPAIN

In a world that is changing fast, the demand for innovative solutions is increasing exponentially. TKH Airport Solutions is the developer of the Contactless Energy Data Distribution (CEDD) Airfield Ground Lighting. CEDD is going to change the way airports will invest in airfield ground lighting (AGL) infrastructure forever. CEDD technology is smart, safe and sustainable. A disruptive, future proof technology that expands the AGL capability more than existing AGL technology.

We are a reliable partner with more than 50 years of experience in AGL. Therefore we know how important safety is. With our CEDD-AGL solution, we seamlessly integrate the needs of airports with new technology.

Because of the big interest in our CEDD technology, TKH Airport Solutions is expanding fast. For the Spanish speaking countries we require a Spanish & English speaking Regional Sales Manager with knowledge of AGL and Airports. You are ambitious and tenacious in selling our solutions at the biggest airports in your region. You will have knowledge of the technology and functionality of airports but you also know who the key stakeholders will be.

A Regional Sales Manager, at TKH Airport Solutions, means far more than just selling out products to big customers. It revolves around handling the customers who play a strategic role in the growth of a supplier.

Your new tasks

As part of a highly motivated Sales team, we also expect you to

- Identify and grow opportunities within the area of responsibility
- Be a real solution seller
- Independently plan and execute an effective relationship strategy and maintain effective long-term business relationships at senior level with key decision makers and influencers
- Support Sales operations, forecasting, analysing, reporting and coordinating bids and reviews
- Participate and facilitate in business winning reviews
- Keep you knowledge up at a high level with the industry, developments and innovations
- Share your knowledge with the project and development team
- Support marketing activities by participating in trade shows, seminar & conferences
- Travel frequently within your region

Your qualifications

- Degree from a recognized University in Engineering and/or Business
- Experience with air business industry
- Existing network of contacts within air industry
- Experience in International Sales, Solution selling
- Experienced with (International) tenders
- Native Spanish speaker with strong oral and written English
- Living in Spain or The Netherlands is required for this job



Your new employer

TKH Airport Solutions is the developer of Contactless Energy Data Distribution Airfield Ground Lighting: CEDD-AGL. A solution for Airports that increases the efficiency of your AGL infrastructure. Staff enjoys an inspirational work sphere where competitive salary and benefits package, as well as opportunities to develop professionally, and define their career path. Together we believe that embracing flexibility is a smarter way of working. Great journeys start here, apply now!

Please contact our Corporate Recruiter Kimberlie Edens at + 31 53 574 14 56 or contact her by hr@tkhairport.com

Check out our website www.tkh-airportsolutions.com or follow our company page at [LinkedIn](#)