



INTERNATIONAL ACCOUNTS EXECUTIVE INFRASTRUCTURES (Construmat/Piscina)

The Infrastructures & Sustainability Business Unit from Fira de Barcelona includes emblematic fairs as Construmat and Piscina.

Construmat is facing up to a new era. In order to tackle the challenges being posed by the sector, it is reinventing itself to become a major international platform for the construction industry based on four key pillars: Sustainability, Innovation, Rehabilitation and Internationalization.

Piscina shows that specializes in swimming pools is being reinvented to address new market needs and now offers a brand new multi-sector hub with its own unique identity, based on three major sectors: Swimming Pools, Wellness & Sports, Aquatic & Recreational Facilities.

Fira de Barcelona is now looking for an **international sales executive** who will be responsible for the achievement of results of Construmat and Piscina Fairs in selected key countries.

Job Objective

In coordination with the International Delegation in one or more particular countries (principally Mediterranean and Sub-Saharan area), he/she will maximize revenues by selling space, and services to the International clients assigned. In particular, he/she is responsible for the development of Construmat and Piscina Fairs for the non-Spanish market.

Reports to: Construmat & Piscina Sales Manager

Responsibilities

- Develops a sales strategy to ensure sales & profitability objectives are reached.
- In coordination with International Delegations, prepares meetings with key potential and existing customers in a country.
- Represents the company in clients (exhibitors) meetings to promote our services.
- Adapts the selling proposition to the particular market and key clients.

Requirements

- Bachelor's degree, preferably Bachelor in Business Administration
- 2-3 years of experience in international sales
- Knowledge in Infrastructures market, Infrastructures expertise
- Willingness to travel (about 70% of the time)
- Excellent interpersonal skills
- Confident and with great presentation skills to liaise at senior level
- Team player
- Action-oriented and results driven
- Fluency in English, French and Spanish, verbal and written

Desirable

- Fluency in Catalan and Arabic, both verbal and written

You can send your CV to: rrhh@firabarcelona.com