

## JUNIOR REGIONAL SALES MANAGER – METSO SPAIN

**Primary Location:** Madrid, ES

*Join an industry leader and make a positive change in the sustainable use of the world's natural resources. Together, we will transform the business and drive the industry toward a greener future.*

*At Metso, you will be supported by our inclusive culture and a network of colleagues from around the world. With us, you will embark on a personal growth journey and are encouraged to realize your potential. This is your invitation to rise above the possible.*

Job posting end date: 02/28/2025

Metso is seeking a **Junior Area Sales Manager, based in Spain.**

Here, you have the opportunity to make a real impact, work in an international environment, and become a key player in our ongoing success.

**About the Position:** As a Junior Area Sales Manager, you will be responsible for driving and developing business for your customers. You will also have the chance to collaborate globally within the company, working on product and service offerings as well as sales processes.

You will be responsible for a range of products within the Slurry Pump Products Portfolio.

You will be part of Market Area South Europe & North Africa (SENA), reporting to the Head of Pump Sales Iberica. In this role, you will lead sales efforts targeting mineral processing, aggregate and industrial mineral customers. You will work closely with the local service organization and the rest of the SENA Sales & Service team within Metso.

We prefer that the candidate is based in Madrid, Spain as this will be the responsible region but not essential.

### Your Main Responsibilities:

- Be the primary point of contact for your customers.
- Develop strong customer relationships.
- Proactively lead the sales process toward set goals and strategies.
- Drive the development and implementation of established strategies.
- Sell products and services in alignment with goals and strategies.
- Monitor market trends and actively screen potential projects within your responsible region.
- Actively support the development of significant customer projects.
- Handle customer proposal materials and inquiries alongside colleagues in Technical Sales Support, Product Lines, and Customer Service.
- Engage and deliver sales according to deadlines.
- Support the smooth and efficient transition of successful sales projects to delivery.

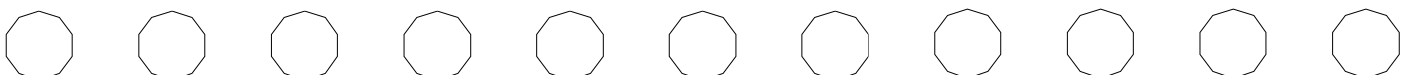
**Who You Are:** As an individual, you are communicative and driven. You are goal-oriented and have a strong desire to contribute to our continued success.

Prior experience is not essential but an education within Mineral Processing is preferred.

If you have experience in the mining industry or other related fields, that's a plus!

You need to be fluent in English, both spoken and written, and hold a driver's license. Travel to various business locations is required.

In addition, we place great importance on your personality and long-term commitment.



**We offer:** At Metso, there will always be an opportunity for you to learn and try something new. As part of an open, inclusive, and supportive network, you will collaborate with driven and talented colleagues from around the world. You will be part of a premier company where people are passionate about making a positive impact on the world through sustainable innovations. And, of course, we offer you all the benefits and opportunities that come with being part of a large global company.

**About the business:** Metso's key customer segments include ballast production, mineral processing, and metal refining. We provide technologies and services that reduce energy and water consumption by increasing process efficiency, recycling, and reprocessing enrichment sand and waste.

Our comprehensive offering for the entire plant, from equipment to a wide range of services, helps our customers improve their profits and reduce operating costs and risks. Our research and development (R&D) and innovation strength are stable, and we continuously seek new ways to introduce innovations for the benefit of our customers.

**More information and application:** For information about the position, please contact Laura Rodríguez Calleja [laura.rodriguez@metso.com](mailto:laura.rodriguez@metso.com) Apply by February 28, 2025.

We look forward to receiving your application!

*Metso is an equal opportunity employer committed to fostering an inclusive and diverse workforce culture. All qualified applicants will receive consideration for employment without regard to race, religion, color, nationality, gender, gender identity, sexual orientation, age, status as a protected veteran or status as a qualified individual with a disability.*

*Metso is a frontrunner in sustainable technologies, end-to-end solutions and services for the aggregates, minerals processing and metals refining industries globally. We improve our customers' energy and water efficiency, increase their productivity, and reduce environmental risks with our product and process expertise. We are the partner for positive change.*

*Headquartered in Espoo, Finland, Metso employs over 17,000 people in close to 50 countries and sales for 2023 were about EUR 5.4 billion. The company is listed on the Nasdaq Helsinki. [metso.com](https://metso.com), [x.com/metsoofficial](https://x.com/metsoofficial)*