

## Key Account Manager F/H – Barcelona

### Description

Skreen Talent, a recruitment firm specialized in **Sales and Marketing roles**, is hiring on behalf of its client, a major player in **digital transformation and customer experience**, supporting large companies in their digital and technological strategies.

As part of its expansion, our client is looking for a **Key Account Manager (M/F)** based in **Barcelona** to strengthen its sales team and manage a portfolio of strategic accounts.

### Responsibilities

As a **Key Account Manager**, you will be responsible for the **development and management of a portfolio of key clients**. You will play a crucial role in **customer satisfaction, identifying new opportunities, and increasing revenue**.

### Your Main Missions

#### Business Development

- Manage and expand a portfolio of strategic clients by identifying new business opportunities.
- Develop and implement commercial strategies tailored to clients' needs and objectives.
- Prospect new accounts and expand relationships with existing clients.

#### Client Relationship Management

- Build and maintain **strong, trust-based relationships** with key clients.
- Understand clients' business challenges and support them in their **digital transformation**.
- Ensure regular follow-up of projects in coordination with internal teams.

#### Sales Negotiation & Strategy

- Manage the entire **sales cycle**, from business proposals to contract signing.
- Lead **negotiations** to establish **win-win agreements** with clients.
- Monitor **commercial KPIs** and provide regular reporting.

### Qualifications

#### Experience & Skills

- **Minimum 5 years' experience** in managing strategic accounts, preferably in a **digital, IT, or consulting environment**.
- Strong understanding of **digital transformation** and customer experience challenges.
- Proven ability to handle **complex sales cycles** and interact with **C-Level executives**.
- Excellent skills in **negotiation, business development, and client relationship management**.

### Hiring organization

Skreen Talent

### Employment Type

Full-time

### Industry

IT/Digital

### Job Location

Barcelona, Spain

### Date posted

5 February 2025

## Languages

- **Fluent Spanish** and **professional English** are essential.

## Job Benefits

Join a **leading player in digital transformation**.

Work on **exciting and innovative projects** with prestigious clients.

Be part of a **dynamic and international team**.

Benefit from **career development opportunities and continuous training**.

?? **Do you recognize yourself in this profile and want to take on this challenge? Apply now!**