

Join DICOTA - A Thriving and Inspiring Journey!

Are you ready to embark on an exciting journey with DICOTA, the renowned market leader in notebook cases and mobile accessories for over 30 years? We are expanding internationally and looking for a highly motivated and result oriented

ACCOUNT MANAGER 100% SPAIN & PORTUGAL

to join our team as soon as possible

Why DICOTA?

- Premium brand: Succeed with premium products & services.
- Dynamic Environment: Your skills & personality make all the difference.
- Autonomy: Thrive in flat hierarchies, make a real impact.
- Passionate Culture: 30 years young with a start-up flair.
- Recognition: Your commitment & performance are highly valued.
- Sustainability: It's at the heart of everything we do.

Your new role

- Implement our expansion strategy in both markets.
- Identify potential partners & customers within the IT channel.
- Craft & deliver compelling sales presentations.
- Negotiate terms & seal the deals with direct & indirect clients.
- Cultivate & maintain strong relationships.
- Increase brand awareness.
- Monitor & analyse sales data, track progress toward targets, provide regular reports.

Your profile

- Strong network: you have a strong IT network in both markets.
- Knowledge of SMB and B2B partners.
- Knowledge of B2C and Retail markets.
- High commitment: demonstrate great dedication.
- Independence and team spirit: work well both independently and as part of a large team.
- Reliable sales professional: inspire trust internally and externally.

Are you someone who seeks to make a difference and have fun while working, we would love to hear from you! For more information, feel free to reach out to our Regional Sales Manager, Jean-Jacques Gabbay, jean-jacques.gabbay@dct.group.

Please send your application documents with salary requirements to jobs@dct.group. Be sure to highlight why you are the ideal candidate for this exceptional opportunity.

