



## **Project Manager SPM, in Leon, Guanajuato**

### **Description of employment**

#### **Project Manager SPM, in Leon, Guanajuato**

#### **Responsibilities:**

- Presentation of the project and its objectives to a vast variety of clients, vendors and institutions;
- Improving and maintaining operational and profit objectives;
- Prospecting clients, opening of portfolio, customer service and after-sales service for portfolio retention;
- Negotiation, preparation and submission of proposals;
- Continuously developing brand and sales strategies
- Analysis of customer profile and identification of potential sales and partnership opportunities;
- Creating a strong network of clients, associations, chambers and strategic allies
- Soliciting, coordinating and supervising all trade show-related services

#### **Desired experience:**

Bachelor's degree related to the event organisation area, Public or Commercial Relations or International Business.

#### **Advanced English;**

Experience in sales, marketing, operations and customer service. Previous knowledge of the solar energy industry.

#### **Desired competences:**

Multitasker with initiative;

Organized and detail-oriented;

Collaboration and team-work;

Facility with sales and interpersonal relationships;



**Deutsche Messe**

Ease of speech, ability to communicate and persuade;

Creativity developing brand and sales strategies;

Skill in sales, negotiation and closing;

Client management;

Great sense of empathy.

Salary: according to aptitudes.

Interested? Please send your resume to: [thorsten.hofmann@hfmexico.mx](mailto:thorsten.hofmann@hfmexico.mx)

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