



We are a leading specialist in product finishing using transfer printing based on screen-printing technology. For more than 75 years, we have stood for innovation, technical excellence, and top quality, delivering labels, markings, and decorative solutions for customers across a wide range of industries worldwide. Our customers include some of the world's leading brands in the automotive, fashion, sportswear and industrial sectors who demand the highest quality solutions which Barta provides.

To strengthen our experienced **international sales team**, we are looking for a successor for a long-standing field sales professional.

## KEY ACCOUNT MANAGER - INTERNATIONAL FIELD SALES (m/f/d)

**Regions:** UK, Ireland, Spain, Portugal, The Baltic states, South Africa  
**Location:** Vienna (Austria) with international travel



### YOUR ROLE

- As a **Key Account Manager – International Field Sales**, you will take full responsibility for an established customer portfolio while actively developing new business in your assigned regions.



### YOUR RESPONSIBILITIES

- Independently manage and further develop **existing key accounts** in your sales territory
- **Proactively acquire new customers** and expand market presence
- Analyze and monitor **market and competitive developments**
- Full **revenue and budget responsibility** for the assigned region
- Provide **professional, regular on-site consultation** and customer support
- Advise customers on **technical feasibility, applications, and solutions**
- Plan and conduct international business travel (approx. 30% travel share depending on region)
- Maintain structured **reporting of customer activities in the CRM system**



### YOUR PROFILE

- Several years of **international field sales experience**, ideally in a technical or industrial environment
- Strong understanding of **consultative selling** and complex, technical products
- Proven **track record of sales success** in recent years
- **Native English OR native Spanish speaker** (with perfect English skills)
- Very good command of **business English** (written and spoken)
- Excellent **IT skills** (MS Office, CRM systems)
- Strong communication, negotiation, and relationship-building skills
- Customer-oriented, solution-driven mindset
- Team player with high social competence and openness to new ideas
- High level of **self-motivation, initiative, and flexibility**



## WHAT WE OFFER

- A challenging and rewarding position in a stable, globally active Austrian manufacturing company
- High degree of independence and responsibility in an international sales role
- Comprehensive product-specific onboarding and training
- Ongoing personal and professional development opportunities
- Friendly and collaborative working environment within an international sales team
- Performance-oriented compensation package
  - o Minimum gross annual salary from € 50,000 plus bonus
  - o Overpayment depending on professional experience and qualifications

## YOUR BENEFITS



Familiar working atmosphere



Canteen



Employee parking



Company medical officer, health measures



Work-Life-Balance



Training & development



Well connected to public transport



Company events

### Interested?

If this opportunity sounds like the right next step for you, we look forward to receiving your complete application documents (including photo).

### Franz Barta GmbH

transfer print technology

Pfeiffergasse 1  
1150 Vienna, Austria  
E [karriere@barta.at](mailto:karriere@barta.at)  
[www.barta.at](http://www.barta.at)