



Since it was founded in 1991 as an independent organisation, EPAL has focused on developing and safeguarding the most successful open pooling system for load carriers worldwide.

EPAL awards licences to carefully checked producers and repairers. These undergo continual and independent inspections by external companies for quality assurance (Bureau Veritas, MÁV-REC Kft., China Certification & Inspection Group CCIC). Thus, EPAL is able to ensure consistently high quality worldwide for its EPAL pallets and box pallets.

EPAL undertakes valuable communications work and lobbying in order to strengthen the system in the long term and develop it further. EPAL is optimizing and developing the product range and corresponding tools in close cooperation with all supply chain participants.

If you want to be part of an efficient and collaborative global team, challenge yourself and prove your skills.

We are looking for a

Fieldmanager in Spain

Continuous acquisition of Spanish companies to increase the number of EPAL Euro pallet manufacturers and repairers in Spain. Exploring the needs of pallet users to improve their usage.

Major / key accountabilities

- Daily "customer management" and member management
 - Communication with licensees and pallet users, customers
 - Provide information for all interested parties
 - Establishing and maintaining contact with Spanish authorities
 - Making contact and keeping in touch with Spanish media
 - Management of advertising opportunities
 - Making contact and keeping in touch with Spanish associations
- Communication tasks
 - Media monitoring, reporting on local news, changes
 - Contributing to a newsletter
 - Translation of EPAL news for the media and the website
 - Competition analysis

European Pallet Association e.V.

Präsident: Robert Holliger • CEO: Christian Kühnhold
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Amtsgericht Düsseldorf VR 11386 • USt-IdNr: DE 813736477



- Events / Communication
 - Observation and search for Spanish events / fairs
 - Participation in the selected events
 - Networking with event participants

Experience

- Minimum of 3 years experience customer facing, field-based
- Strong communication and presentation skills
- Experience in sales

Skills and Knowledge

- Spanish native, English or German to a fluent level
- Any other language would be highly evaluated
- Proficient use of MS Office
- Technical Education
- Ideally first experiences in wood technology or wood field
- Good networking, relationship building and inter-personal skills

Willingness to travel throughout Spain and occasionally in Europe is required for this position.

We look forward to receiving your application, which should include your income expectations and earliest possible start to: christian.kuehnhold@epal-pallets.org