



# Procircular

**We are shaping the future of the circular economy – will you join us?**

**Key Account Manager (m/f/d) Circular Economy Location Madrid | Full-Time| Remote-Option**

Welcome to Procircular! Our vision is clear: we close material cycles sustainably, conserve resources, and actively shape the future. As an owner-managed group of companies, we work on innovative solutions for the international circular economy – and you can play a central role in this.

As part of our sales team, you will be at the forefront of our business: as a Key Account Manager (m/f/d), you will not only look after existing customers, you will also develop the business in an economically viable and future-oriented manner. In doing so, you will combine customer focus and vision with genuine enthusiasm for our industry.

**Does this sound interesting to you? Then let's shape the future together!**

**"Our team stands for true collaboration and mutual support. In a small company, you'll enjoy short decision-making paths, real responsibility and the chance to actively shape and grow key customer relationships - with shared wins that we celebrate together. "**

**Your impact:**

- Build, manage and continuously grow a portfolio of key customers while developing new business opportunities.
- Serve as the main point of contact for key clients and foster long-term, trust-based partnerships.
- Prepare, present and negotiate commercial proposals and agreements with a strong focus on value creation.

- Track commercial objectives and KPIs, analyze markets, trends and competitors, and translate insights into action.
- Represent the company in client meetings and industry events and regularly report on commercial performance.

## **What you bring to the job:**

You are motivated, goal-oriented and passionate about sales? Perfect - we would love to hear from you, if you:

- ...have completed relevant vocational training or hold a degree in Business Administration or similar and bring proven, solid experience in a commercial or sales-related position.
- ...have English language skills at C1 level.
- ...demonstrate excellent negotiation and communication skills.
- ...show initiative and adaptability and enjoy contributing to strategic development
- ...value teamwork and thrive in a dynamic environment with a hands-on-mindset

## **What you can look forward to:**

We know that work is more than just a job. That's why we don't just give you tasks, we give you real prospects:

- An exciting sales job with plenty of creative freedom and real impact in a future-oriented industry. Our customers are successful industrial companies – from strong specialists in exciting niches to global brands and brand owners.
- Flexible, digital working – remotely or on site in our beautiful office in Madrid
- Individual onboarding and professional and personal training.
- Culture & collaboration: You can expect team spirit, an open feedback culture, and an appreciative working environment.
- Events: Teambuilding, Networking and Socials

## **Motivated to make a difference with us?**

Tell us why you are the perfect fit for our team—we look forward to receiving your CV and a short cover letter! Let's grow together—we look forward to hearing from you!

We are happy to have signed the Diversity Charter. For us, this means that we not only value diversity, but actively live it. We currently employ people from more than 20 nations. Together, we work in an open,

appreciative, and inclusive environment to shape the future. Would you like to be part of it? We look forward to getting to know you on equal terms!

Apply now



**Any questions?**

**Melanie from the HR team will be happy to answer your questions.**

+49 221 5800 98-27 35

[m.gausepohl@raan-group.com](mailto:m.gausepohl@raan-group.com)

[Melanie@LinkedIn](#)