



***Come and join our team!  
Let's shape the future of mobility together!***

***Who are we?***

Around 33,000 team players worldwide, working hard at over 100 locations in more than 30 countries. As a driving force for progress in road and rail transportation, we prioritize technical excellence, sustainable business practices, and social responsibility, with global sales amounting to €7.9 billion.

Join us, and you can look forward to exciting and varied work in an international environment with attractive working conditions, including flexible working hours and remote work options. A wide range of continuing education programs offers many opportunities for you to develop both professionally and personally. You can also expect many other benefits, such as sports and health programs, access to a physiotherapist, corporate volunteering, subsidized public transportation options, and more.

**PROJECT MANAGER-COMMERCIAL AFTERMARKET**

Within the Brakes division and the Rail Services department, the Spanish and Portuguese markets will be served. The main task will be to manage the needs of customers (both operators and manufacturers) regarding spare parts and services from the portfolio (brakes, doors, sanitary systems, contactors, etc.), as well as the management of brake and door system modernization projects.

**Functions:**

- Preparation of project bid calculations based on cost and effort estimations and pricing strategies.
- Offer and contract negotiations.
- Maintaining close contact with customers and building/strengthening customer relations.
- Controlling costs, deviations, quality, and deadlines.
- Managing the commercial activities of the Rail Services department.
- Receiving and managing customer orders, demands, and needs.
- Advising customers on train or equipment maintenance guidelines, preparing the necessary documentation for execution.
- Following up on complaints and delayed materials.
- Identifying errors and issues, and tracking their resolutions.
- Collaborating with other departments for optimal customer management: logistics, production, finance, field services, repairs, etc.
- Reporting to headquarters.
- Monitoring customer accounts and satisfaction.
- Important KPIs: inventory and turnover rate, delivery performance (spares and repairs), overdues.

**Requirements:**

- Education: Industrial Engineering.
- At least 5 years of experience as a Sales Representative or Project Manager in the industrial field.
- A high level of English is essential. Another language such as German, French, or Portuguese is an asset.
- Knowledge of MS Office. MS Project is a plus.
- Knowledge of SAP is a plus.
- Willingness to travel.

**We offer:**

- Permanent employment within the team.
- Opportunity for professional growth and development.
- Partial remote work options.
- Additional benefits.

*\*As an inclusive company, we favor access to the labor market for people with other abilities, by providing the corresponding disability certificate.*

If you are interested, please send your current profile to Rubén Sanz: [Ruben.Sanzlbanes@knorr-bremse.com](mailto:Ruben.Sanzlbanes@knorr-bremse.com)

**Candidatura: PROJECT MANAGER-COMMERCIAL AFTERMARKET**

***\*Posición incluida en "Referral Program"***

**Protección de datos:** <https://rail.knorr-bremse.com/es/es/about-us/knorr-bremse-in-spain/career-opportunities/>