

To strengthen its sales department, our client, an industrial company, is today looking for a

Sales Engineer (D/A/CH)

Your role:

Your primary mission is to extend our scope of supply across existing customers' divisions, develop new customers for our existing products, and develop new products for new markets, in Germany, Austria and Switzerland.

You will achieve this by deploying the company's strategy, listening to customers and understanding their core issues, while using your extensive engineering knowledge and business awareness in order to drive it to an economically viable solution. You will exploit the company's experience acquired across the industries, communicate on our technology, and thereby co-develop complete tribological solutions together with the customers. You will coordinate with the in-house technology departments, in order to converge to the final solution, and provide our customers with strategic products.

Regularly reporting to managers and providing market feedback, you will contribute to the company's long-term visibility and success. Offices are located in Geneva, while expected travel time for this role is 50%.

Your profile:

Graduated from an MSc in Mechanical Engineering and having a successful proven experience of a minimum of 5 years in moving machine design (machine-tools, presses, transport, energy generation) with a solid business awareness. A previous sales or purchasing experience is a strong asset. Your mother tongue is German and you speak French fluently. Any other languages as English are a big plus. You have a constructive and proactive approach with customers, you are highly autonomous and have a steep learning curve.

You have an outgoing personality and enjoy networking. On top of that, you are an excellent "listener" and able to understand the subtleties of customers' needs and concerns. You must be an efficient communicator (internally and externally) and confident when dealing with customer. You are committed and company/customer focused.

The benefits of the company:

An opportunity to join a world leading company in its market; the chance to take charge of innovative products. In addition, you will be surrounded by a team of professionals in a dynamic work environment. You will also have the opportunity to grow within the company and benefit from competitive employment conditions and social benefit.

If you are interested for this job, please send your file (CV, work certificates and diplomas) at jobs@hratwork.ch. We guarantee the confidentiality of your identity and your approach.