

# **PERFORMANCE CONSULTANT SA**

Conseil en ressources humaines

## **Area Sales Manager**

### **Our client:**

an important industrial actor based in Geneva.

### **Role & Responsibilities:**

- Deals with all sales activities for products, solutions and services dedicated to the switching and protection of high voltage traction and auxiliary equipment installed on railway and mass transit vehicles on specific international markets
- Promotion, tendering and acquisition activities according to action plans and strategies
- Market analysis to develop sales and feedback related to products
- Analysis of technical specifications, establishment of technical and commercial proposal
- Contract negotiation
- Ensures clients are timely served and satisfied

### **Profile:**

- Minimum 7 years of successful experience in sales related to electrical equipment or/and solution in Switzerland
- Experience on international market with multicultural customer
- Fluent in English, German (Swiss German even better) or Spanish, French is a strong plus

### **Required skills:**

- Capability to create strong relationship with customer
- Enjoy meeting new people
- Negotiation skills
- Good technical understanding

**Contract type: Fixed**

**Rate of activity: 100%**

**Starting date: ASAP**

**We guarantee you to handle your application in total confidentiality**

Consultant responsable du mandat : Maxence Joly

Ref : OZ716331320