

PERFORMANCE CONSULTANT SA

Conseil en ressources humaines

Area Sales Manager

Our client:

An important industrial actor based in Geneva.

Role & Responsibilities:

- Insures sales activities for DC Traction Power Substation (Railways & Mass Transit System with DC electrification) on specific International Markets
- Promotion, bid preparation, tendering and acquisition actions according to the action plan
- Analysis of technical specifications and establishment of technical and commercial proposal
- Presentation and defense of proposal in front of customers and potential partners
- Contract negotiations

Profile:

- 3 to 5 years successful experience as Electrical Engineer or Project Manager
- 3 years successful experience in sales related to electrical equipment/electrical systems & projects
- MSc in Electrical Engineering
- Experience on international market and key accounts
- Fluent in English and French, other languages (Spanish, Portuguese, German) an advantage
- Negotiation
- Customer relationship
- Communication
- Analysis of complex/integrated Bid Package
- Customer-oriented, Autonomous, Fighting and entrepreneurial spirit, Dynamic, Focus to result
- This position is based in Geneva and requires frequent travel (20 to 30%)

Contract type: Permanent

Rate of activity: 100%

Starting date: ASAP

We guarantee you to handle your application in total confidentiality

Consultant responsable du mandat : Nathalie Roche
Ref : NB1131594880