

TECHNICAL SALES ENGINEER (F/M)

Start date: immediate or by agreement

COMPANY PROFILE

Fondarex is a family owned company, based at Lake Geneva, for more than 75 years, offering innovative solutions in Vacuum Technology, in the field of die casting.

JOB DESCRIPTION

The position requires frequent travel (up to 50% of the time) around the world.

Reporting to the Sales Director, you will be responsible for the commercial development of your customers and partners portfolio in the assigned international sector.

RESPONSIBILITIES

- Customer follow-up
- Portfolio development
- Discussion and definition of technical solutions (project)
- Follow-up and closing of commercial offers
- Technical support to customers
- Technical support to our sales representatives
- Collaboration with the different internal departments
- Project coordination and supervision
- Active participation in international exhibitions
- Support to the marketing team

SKILLS AND EXPERIENCE REQUIRED

- Commercial engineering degree or HES type technical background combined with good commercial skills
- 2 to 5 years of proven experience in BtoB sales
- Knowledge of SAP/ SAP Business One is a plus
- Dynamic, customer-oriented person with excellent interpersonal skills at all levels of the hierarchy
- Willing to travel internationally (up to 50%)
- Interest in technical/industrial field
- Driver's license mandatory
- Switzerland or work permit B/C

LANGUAGES

- French: Excellent / Mother tongue
- English: Excellent
- Any other language(s) is an advantage

MOTIVATION

Fondarex offers you a long-term employment opportunity, supported by a motivated and experienced team, you will quickly grow and contribute to the international development of Fondarex.

Do you recognize yourself in this job description and this role corresponds to your expectations?

Then please send us your complete application (CV and motivation letter) to Mr. Steve Schackemy, Sales & Marketing Manager, steve.schackemy@fondarex.com