

Sales and Technical Representative

Description of the job

Essential functions of the job:

- Determining market strategies & goals for each product and service
- Research and develop lists of potential customers
- Perform market research to determine customer needs & providing information to other staff
- Evaluate product & service marketability in terms of customers' technical & manufacturing needs
- Follow up on sales leads and making calls on potential customers which includes at least (50%-80%) of your time on the road visiting customers
- Maintain up-to-date understanding of industry trends and technical developments that effect target markets
- Establish and maintain industry contacts that lead to sales
- Work directly with customers to establish a communication path with the customer
- Developing sales and marketing proposals for customers on technical products & services
- Make regular sales calls to develop relationships and follow up on leads
- Establishing long-term, ongoing repeat relationships

Travels are required for this position :

French part of Switzerland / Northern Europe

Suisse et Nord de l'Europe

50/80 % sur les visites clients. The rest remotely!

Ideal profile

- Bachelor's degree in mechanical engineering, Master's degree is a plus
- 5-10 years of experience in a similar role in machine tools business
- Able to track rapidly changing competition & market forces
- Good communication skills, ability to work in team
- Able to communicate with all levels of the organization, both verbally and in writing
- Available to travel for business purposes
- Fluent in written and spoken French and English. German is a plus!