

Area Sales Engineer, Western Switzerland

Ref. Sales_Engineer_CH_2401

Location: Western Region (Basel, Solothurn, Biel, Bern, Fribourg, Valais)



About the job

Do you only strive for customer excellence and do you want to grow your career in step with our company? Welcome to Carlo Gavazzi, where we are designing, manufacturing and Industrial Automation Components. Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices, fieldbus systems) provide automation solutions for the global markets of industrial and building automation across Europe, the Americas and Asia-Pacific through a network of 23 own sales companies and through more than 60 independent national distributors.

Carlo Gavazzi in Switzerland is currently looking for a talented and passionate **Area Sales Engineer, Western Switzerland**, who is responsible for new business development in as well as achieving the corporate sales and marketing plan in Western Region. The role is reporting directly to our Sales & Marketing Manager, Switzerland.

You will be part of a sales organization that is passionate about working with our clients to create a unique product that is more advanced than anything that is currently available on the market. As an Area Sales engineer, you will drive and support the development of the Western Switzerland; with the aim of reaching and exceeding the objectives in terms of sales and profitability.

What does this mean?

- You will visit regularly potential customers & distributors to develop product sales in Western Switzerland.
- You will target customers (Machine Builders, System Integrators, Panel Builders) directly to create and increase the market demand for electronic/electrical automation component products
- You ensure continuous improvement of sales arguments with the aim to grow the sales and the profitability in the assigned region.
- You formulate and execute action plans with distributors, product managers and sales teams that will be considered instrumental to reach the sales objectives
- You identify the Market potentials and opportunities in Western Switzerland and sales channels for the products.
- Prepare sales reports showing sales volume, and associated business sales forecasting

Requirements

Sounds great! Am I the **Area Sales Engineer** you are looking for? Let's see:

- You have solid and successful experience with b2b sales of automation components to relevant key accounts (e.g. OEMs, panel builders, distributors) on the local market.
- You have the proficiency in creating, negotiating, and closing business opportunities.
- You have a high level of communication, presentation and numeracy skills and a self driven desire to find solution to problems.



- You are located in one of the location in Western Switzerland (i.e Basel, Solothurn, Jura, Bern, Fribourg, Neuchâtel, Vaud, Geneva, Valais).
- You have a degree in electronics and/or automation, and/or electrical engineering and good knowledge of market of components (Components, switching, Sensors, etc.)
- You have a minimum Five years of work experience in sales of industrial controls, Switches, Sensors components, and energy products
- You passionate about in Industrial and Building Automation market; and ability to work independently and directly with local customers in achieving sales objectives.
- You bring existing industry contacts and experience working with distributor channel partners
- You like to operate effectively as part of a team while working independently within the assigned territory.
- You are fluent in French and has a good level of English. Italian is an advantage.
- You excel in IT tools, ERP and CRM type tool.
- You are very hands-on and pragmatic. You have many examples of things you made yourself.
- You are flexible, you have no problems with adapting new plans. Customer Support is fun, but also unpredictable.
- You can handle pressure because honestly, we work hard.

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on selling truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- You will get an attractive salary package with a lot of extra benefits.

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the role as reference you are interested in.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi AG with registered office in Sumpfstrasse 3, 6312 Steinhausen, Switzerland - info@carlogavazzi.ch