SCHAUBLIN

Rejoignez-nous…
…une réelle opportunité pour vous!

Join us…
…a real opportunity for you!

SCHAUBLIN SA is a designer producer of ball joints and systems Precision ball bearings for the aerospace, railway and industry applications. Schaublin is although historically a high quality collets and tool holder designer and producer.

In order to reinforce our team, Schaublin is currently looking for a

Aerospace Business Development Manager

Mission:

The mission is to further develop and growth profitably Schaublin SA Bearings business in line with RBC Corporate objectives. The mission also includes to work closely with Operations, Finance, Quality and Engineering Managers to assist in the effective implementation of product line reviews and resolution of customer issues. Must maintain effective, collaborative working relationships with all members of the team and others across the Corporation.

Objectives:

1. Scope:
- Includes worldwide business activities
- Develops the metrics necessary to track and analyze the Aerospace marketplace

2. Sales:
- Develop and meet the yearly Sales budget
- Meet the selling expense budget and control costs
- Manage and structure the customer base, either rationalization or expansion
- Lead complex contract negotiations with sophisticated and demanding global customers
- Develop a strong sales growth strategy

3. Business:
- Develop and implement a focused and profitable sales growth plan
- Select and prioritize projects to meet sales and profit objectives
- Monitor the effectiveness of projects implementation
- Develop, implement and monitor an effective product pricing structure
- Analyze any factors that affect or will affect business performance, predict possible outcomes and suggest remedial measures
- Develop and implement marketing tools to continuously improve RBC's image
- Continuously follow competitors activity and report to management significant events or changes
- Work with Operations to ensure the smooth transition of products into and out of the RBC's product offering

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4. Organization:
- Make recommendation for improving and developing staff and resources
- Report on a monthly basis (OPS meetings) to management the business activity and on a quarterly basis a summary to include marketing general information and market and customers status report

Requirements:
- Communicate with management team
- Report effectively

Skills:
- You must be a true leader with top skills in English (speaking and writing)
- Additional requirements :

  - communicate and work well with all parts of the organization
  - good problem solver
  - creative thinking
  - strong focus and drive to meet targets and objectives
  - proactive attitude, suggest changes when necessary and implement the recommendations
  - challenge and motivate employees
  - French and/or German is a plus

This is a challenging and versatile position in wich you will be part of a dynamic team with the possibility to lead the solutions service portfolio. If you are interested in this exciting position, we are looking very much forward to receiving your complete application.

Your file will be handled with upmost confidentiality and discretion.

Intéressé? Merci de nous contacter directement
Interested? Please contact us directly

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