



Founded in 1919, RBC Bearings Incorporated is an international manufacturer and marketer of highly engineered precision bearings and products

Schaublin SA, located in the city of Delémont, Switzerland, is a company with a rich history started in 1915 and became part of RBC Bearings in 2000



Join us...

...a real opportunity for you!

RBC Bearings Incorporated, together with its subsidiaries, is an international manufacturer and marketer of highly engineered precision bearings, components and essential systems for the industrial, defense and aerospace industries. Our precision solutions are integral to the manufacture and operation of most machines and mechanical systems, to reduce wear to moving parts, facilitate proper power transmission, reduce damage and energy loss caused by friction, and control pressure and flow. With 56 facilities in 10 countries, of which 37 are manufacturing facilities, we have been able to significantly broaden our end markets, products, customer base and geographic reach.

Schaublin SA as the European Headquarters of RBC Bearings, is looking to strengthen its Sales force in Europe to further develop its Industrial business. Therefore, we are looking for a :

Sales and Technical Representative (Account manager)

Core responsibilities:

- Actively grow sales of RBC Bearings Industrial products by developing and managing with excellence the customer base in **UK, Sweden, Norway, Finland, Denmark, Iceland** and beyond
- Aggressively look for new market and application opportunities in the territory and convert them into profitable and sustainable sales orders. Industrial segments include Railway, Military, Construction, Mining, Material Handling, Process Equipment, Transportation, sold direct and through Distribution
- Acquire extensive knowledge of RBC Bearings products, applications, strategy and divisional goals
- Develop superior customer relationships through regular contact and communication and by effectively delivering value to the customer enabling RBC to gain competitive advantage
- Use company CRM as a daily routine: maintain contacts list, create and develop your strategic opportunities, fill your visit reports and update your calendar activities
- Participate with management in developing strategic and tactical objectives for the business by customer account in order to meet and surpass sales plan objectives
- Secure business at strategic customers by negotiating and developing long-term contracts and commercial agreements that will provide a barrier to entry for our competitors
- Understand all facets of business opportunities – customer needs, competitive strengths & weaknesses, RBC value proposition and champion these opportunities for optimal results to RBC
- Produce regular and thorough reports on customer activity to keep RBC management informed on account activities and developments
- Comply with company policies regarding sales forecasting, expense reporting, call planning, call reports, and corporate ethics

Core requirements:

- English native speaker. Swedish and/or Finnish language is a plus but not required
- Ability to work with different cultures and personalities
- Degree required, Engineering or Business preferred
- Experience with Power Transmission industry and/or bearings, strongly preferred
- Minimum 5 years Sales Experience required
- Willingness to travel within the territory an average of 4 days per week, and sometimes outside of the territory as required
- Excellent communication skills and personal presentation
- Based in UK

If you are interested to join a strong team, please send your resume to : rh@schaublin.ch