

**SCHAUBLIN SA** designs and manufactures ball joints and rod end bearings for aerospace, railway and industrial applications. Schaublin also has a rich history in the design and fabrication of high-quality collets and tool holders.

**SWISS TOOL SYSTEMS AG** is one of the leading suppliers for modular tool systems in the world.

In order to reinforce our team Schaublin SA in Delémont and Swiss Tool Systems AG in Bürglen is currently looking for a:

## Sales and Technical Representative German Territory

The Sales and Technical Representative make sales contacts, research customer needs and develop application of products and services in an effective manner by carrying out various responsibilities.

### 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

### Education / Experience:



- Bachelor Degree in Mechanical Engineering, Master 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 German and English. French is a plus!

### We offer:



- Permanent Full Time Position
- Varied work in a fast-growing, international company with flat hierarchies
- Mid-range Company Car with the option for private use
- Attractive basic Salary and secure social conditions
- Good earning potential with a performance-related additional salary
- Targeted Training in a pleasant working atmosphere
- Home office

Interested ? Please send your resume and necessary documents to: [rh@schaublin.ch](mailto:rh@schaublin.ch)