

WEIDMANN

Weidmann Electrical Technology, a business area of the Weidmann Group, is the world's leading developer and manufacturer of specialized products and services for transformers and cellulose-based, sustainable industrial materials. The Weidmann Group, headquartered in Rapperswil-Jona, Switzerland, is active worldwide in more than 30 locations and employs a staff of 2'800.

Weidmann Electrical Technology AG based in Rapperswil SG is looking to recruit a

Head Sales Europe/Africa (M/F/D) – (Hybrid)

Your tasks: Evaluate market opportunities and related risks correctly, and approach them consistently

- Ensure a balanced relationship between customer benefits and added value for Weidmann
- Plan annual sales budget and regular review throughout the year to meet financial objectives
- Plan, manage and attend regional events and seminars
- Promote the range of our technical solutions and services into organizations such as Power Utilities, Industrial Companies etc.
- Visit customers, understand their needs and develop specifications for our application engineering team
- People leadership of the ET EA sales account team
- Managing the partners and agents in the EA region (Europe, Afrika, Middle East, India)

Your qualifications: University/Higher technical education

- Experience in electrical apparatus industries
- Solid experience in sales, sales management and marketing in the area of account sales and project sales
- Highly professional in contract negotiations and building strategic business alliances
- Strong communication skills in front of customers, sales account team and international/industrial bodies
- Entrepreneurial spirit to develop new business opportunities without limits
- Independent, solution oriented and structured way of working
- Analytical and cross-linked thinking
- Solid communication skills in German and English (spoken and written)
- Good knowledge of modern IT, ERP (e.g. SAP)
- Team player
- Very good comprehension skills and high willingness to learn

We are looking forward to receiving your complete application.

Martin Meier

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