

We are a globally successful technology company based in Zurich Oberland. We develop, produce, market and service high-quality sensor systems and solutions for the textile industry. With our measuring and information systems we ensure the highest quality in worldwide textile production. We employ around 200 people in Switzerland, China, India and Turkey. We are proud of our employee commitment and a collaborative working atmosphere.

To actively drive our growth in international markets, we are filling the following position as part of a succession plan in our division **Sales & Services** at our headquarters in **Wetzikon/Zurich**:

Area Sales Manager (m/f/d) 100%

Join us now! Become part of an innovative company as a key player in developing markets and customers in the textile industry.

Summary

As a highly motivated Area Sales Manager you will be responsible for a customer centric and value-based sales approach in the assigned sales region. Together with local Loepfe sales, agents, and partner organizations you will develop, implement, and drive the sales strategy with a high level of personal ownership.

You will continuously develop our network and maintain personal relationships with customers by providing technical product information and necessary training measures to our high-tech sensor technology solutions in the textile industry. Success criteria of the positions are outstanding customer satisfaction, profitability, revenue growth, and market share in the assigned sales region.

We are looking for a dynamic, dedicated, and convincing sales professional for our global sales team in Wetzikon.

Your new role

- Developing and driving country strategies in the assigned sales region
- Personal ownership in steering and monitoring of local sales activities with agents, customers, and partner organizations
- Development and leading of sales agents and partner organizations
- Establishing and maintaining direct customer relationships as Loepfe technical sales representative
- Planning and execution of marketing and advertising activities, trade fairs, seminars and customer conferences
- Active coordination and collaboration with the sales office, customer service, product management and marketing communication
- Willingness to travel internationally of up to 50%

Your skills

- Higher education in textile technology (technical degree FS/TS) or similar technical education
- 10+ years of experience with several years of experience in a similar position in sales, product management or customer service in an international B2B environment, preferable in the textile industry
- Strong business acumen and proven track records in selling, presenting, influencing, and negotiating of high-tech products and solutions

- Excellent internal/external relationships and communication skills in an intercultural environment
- Demonstrated ability to effectively organize, prioritize and accomplish multiple tasks, make decisions, and solve problems independently
- Customer- and result-oriented personality with a pro-active and intrinsic motivation
- Business fluent in German and English; other languages advantageous (French, Italian, Spanish, Mandarin)

What we offer

- A future-oriented organization with an open, family-oriented corporate culture and an exciting working environment with highly experienced, committed and team-oriented colleagues
- Freedom to work independently with flat hierarchies and short decision-making paths, as well as opportunities to help shaping the company
- Profound introduction into the role as part of a succession plan
- Attractive overall package with flexible working hours, home office days, above-average employment conditions and other employee benefits
- Modern building and infrastructure offer very pleasant working conditions
- Attractive location (recreational area of Lake Pfäffikon) as well as good access via public transport and car

Are you excited about this role?

We are looking forward to receiving your letter of motivation with your complete application documents (including references, diplomas, salary expectations and starting date), **exclusively in PDF** format, by e-mail to jobs@loepfe.com.