



Are you looking for a new challenge?

Sécheron is a recognized market leader in Traction Power Solutions for railway. In support of the global growth of our substation business we are seeking an

## **AREA SALES MANAGER**

Worldwide with a Focus on Latin America markets

Your mission:

- Insures sales activities for DC Traction Power Substation (Railways & Mass Transit System with DC electrification) on specific International Markets
- Promotion, participation to exhibitions, markets survey and new customers acquisition actions according to the business plan
- Analysis of customer technical specifications and bidding documents, preparation of our technical and commercial proposal
- Presentation of Sécheron commercial and technical proposal in front of customers and potential partners
- Contract review and final negotiations

Your profile:

- MSc in Electrical Engineering (EPF or equivalent)
- Minimum 3 years successful experience as Sales Engineer
- Successful experience in sales related to electrical equipment or electrical systems
- Experience on international market and key accounts contacts
- Fluent in English and Spanish, base in French
- Customer-oriented, autonomous, with fighting and entrepreneurial spirit
- Very good negotiation skills

This position is based in Geneva and requires frequent travel (20 to 30%).

We are an international company offering good social conditions and a great working environment and atmosphere.

Are you attracted by this opportunity? Please send your application to:

### **Sécheron SA**

HR department

Rue du Pré-Bouvier 25 - 1242 Satigny - Geneva

hr\_geneva@secheron.com - www.secheron.com

00 41 22 739 41 11

Let your talent join our  
ambitions to shape our  
common future !