



Are you looking for a new challenge?

We are seeking for our North American sales office an

NATIONAL SALES & BUSINESS DEVELOPMENT MANAGER

For our Component and Solution business unit

Your mission:

- Initiate and improve relations with key North American rolling stock manufacturers. Provide technical expertise, drive customer-oriented activities, implement company's strategies, introduce Sécheron's products on future platforms
- Identify sales leads in industrial applications and converting them to sustainable sales: energies, power generation, DC drives, etc.

Your profile:

- MSc in Electrical Engineering with business oriented
- Successful experiences in B2B sales to the railway industry, electrical equipment or electrical systems
- Experience in business development and build-up new clients
- Capability to create strong relationship with customer
- Good technical understanding
- Customer-oriented, autonomous, with fighting and entrepreneurial spirit
- Very good negotiation skills

This position requires frequent travel (around 50%).

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 / Switzerland

hr.geneva@secheron.com - www.secheron.com

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