



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 Spanish and English, French and Portuguese a plus
- 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.

Sécheron SA

HR department

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