

Eager for some challenging tasks? Are you determined to ensure successful and growing sales? The world of power supply is your home and you know exactly how to grow sales profitably? Are you the expert in your field?

Our client, Traco Electronic AG, is an extremely successful developer and supplier of high-quality power supplies and DC-DC converters for the industry, medical technology as well as railway / transportation applications. Their success is based on the highest quality, tailor-made solutions for a demanding clientele, vital innovation and a strategy that has been stringent for years.

Our mission is to find an ambitious, experienced, technically affine and self-driven candidate as area sales manager.

Area Sales Manager (m/f)

As Area Sales Manager, you have the overall responsibility for growing profitable sales in your region. You will represent and position Traco Power and ensure that the company is perceived as THE specialist in the power supply business. Sales runs in your blood and your heart beats for the electrical engineering. Together with the Managing Director, you will define the long-term strategy for the key countries and then ensure its implementation.

You are an experienced project manager who can easily keep track of numerous projects and manage them thoroughly and confidently. Branding, market promotion, events and training are also part of your everyday work, therefore you will plan and implement the necessary measures and control their impact. In close cooperation with the internal sales, procurement and after-sales support you will be responsible for the key customers and make sure that their demands are not only fulfilled but exceeded. As an entrepreneur in the company, you will seek out new opportunities and challenges so that Traco Power can continue to expand.

You have a sound technical education and bring along a degree (FH / University) in Electrical Engineering, or an equivalent education. In addition, you have already worked in sales and have a natural flair for business relationships. Well-founded and multi-year professional experience in sales and especially in the power supply (low voltage) complements your career. Ideally, you already have points of contact in the medical and transportation industries. To navigate confidently and skilfully on the international market, you are fluent in German and English. Any other language is an advantage. Among your supervisors you are perceived as the expert in sales with a high sense of responsibility, who works ambitiously, goal-oriented and structured – both in a team and autonomously. Time pressure, business challenges as well as the challenge of finding the optimal solution for the problems of the customers, drive you to new top performance.

Interested in this striking challenge? Please send your application (cv with picture, work certificates and diplomas) to:

Antonia Grande
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