

Do you appreciate complex assignments? Do you love to be challenged and do you value responsibility paired with a wide scope? Do you establish sustainable relationships and clear structures which make you a reliable partner? Are you an inspiring communicator and a persuasive man (or woman) of action?

We are hiring a dynamic, entrepreneurial and globally experienced leader as

Global Segment Expert Railway / Transportation

for Traco Electronic AG.

In your role, you will define a global vision and strategy for the segment Railway / Transportation in close collaboration with the regional stakeholders. Moreover, you will identify the right focus applications and geographies (including effective go-to-market strategies), as well as the assumed successful target areas in your customer cloud. Once you will have developed your strategy, established your action plan, you will thoroughly implement it and successfully develop your assigned segment. Additionally, you will assess the existing product and service portfolio and conduct the necessary fit-gap analysis regarding key Railway / Transportation requirements.

Identifying trends, applications, as well as observing changing norms and regulations is part of your every day's responsibility. In close collaboration with the Product Management team you will take care that the development pipeline contains the specific Railway / Transportation market information (and new product ideas).

Finally, you will position Traco Power's branding and communicating in the right «Railway / Transportation» language.

For this challenging role, we are looking for a pro-active expert with an entrepreneurial mindset. You bring along a degree in Electric Engineering. You have already gained a solid sales experience in the world of power supply (LV) internationally and you are well-established in the Railway / Transportation segment. A well-developed professional network in the segment is a must.

We are looking for a highly-motivated, self-driven strategic thinker with the ability to build strong relationships with various stakeholders. As a skilled dynamic professional, you have a proven track record of successes in implementing «go-to»-market strategies and defining the innovation roadmap for your allocated segment.

This position requires the willingness to travel and impeccable English skills. Good knowledge of German is required, and any other languages are advantageous.

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

Alge Consulting GmbH

Antonia Grande
application@algeconsulting.com