Our customer is an international manufacturer in the construction supply industry and here in the premium segment.

For the support of the canton Geneva we are looking for a home office based

**AREA SALES MANAGER Construction Supply Industry (m/f/d)**

**Tasks:**

- Ensuring sales targets in the sales region

- Acquisition as well as technical and business management project consulting at

 Planning offices, processing and trade organizations

- Further expansion and consolidation of the market position as well as identification

 of new market opportunities & acquisition of new customers

- Development of customer-specific solutions and preparation of detailed offers

- Preparation and implementation of technical presentations, conferences and

 customer events

- Reporting & Forecast

**Profile:**

- Completed studies in civil engineering or business administration or alternatively a

 completed technical or commercial education

- Several years of experience in sales in a company in the construction and/or

 construction supply industry in Switzerland

- Acquisition strength as well as excellent market knowledge and sales successes

- Assertive & communicative as well as success-oriented sales personality

- High level of self-motivation, proactive and goal oriented

- Economic and cost-oriented thinking

- Negotiation and presentation skills

- Good knowledge of German and English