



R&S is a leading provider in selected niche markets for power products. With manufacturing facilities and offices in Europe and the Middle East and a wide partner network globally, R&S offers distribution and power transformers, high and ultra-high voltage switching devices as well as certain products for railway electrification and high current connectors. To conquer the Eastern European Markets, we are looking for an:

Area Sales Manager – Eastern European Markets (m/f)

Your Responsibilities:

In this role, you will work out and implement a clear sales strategy for the Eastern European Markets and key accounts in close cooperation with the Chief Sales Officer of the R&S Group.

On an operational basis you will be responsible for the following tasks in your markets:

- Develop a result-focused market entry plan and identify new growth opportunities.
- Maintain a solid understanding of market dynamics and industry competition.
- Establish and manage a competitive partner network for R&S
- Customize the R&S product mix and tailor sales efforts to meet the needs of potential accounts
- Achieve order intake and revenue goals for allocated markets
- Maintain accurate monthly forecasts for both order intake and revenue streams.
- Scout databases for public and major customer tenders.
- Initiate pre-qualification processes to enable participation in close collaboration with the product management of the factories.
- Define and implement annual tradeshow plan for your region and attend key tradeshows.
- Communicate permanently with the R&S factory sales teams to create a common approach and working philosophy in the markets.

Your profile:

You have many years of experience in sales, and you are familiar with our industry as well as with the Eastern European Markets. You have proven track record in account management with key clients. You have an analytic and structured personality with a methodical thinking approach and a «can-do» mentality.

Additionally, you have the following assets:

- A graduate of the tertiary education sector (e.g. university) in the field of electrical engineering
- Good network in the energy sector and very good knowledge in the field of energy and electrical engineering
- Experience in acquiring new sales territories
- Negotiable English, ideally also Eastern European languages (e.g. Polish, Russian, Czech)
- 50% travel activity

Our offer:

We will offer you an attractive sales role in a highly dynamic and international market environment. You will be able to contribute to the company's development with your self-initiative and professional market activities. We will grant you a lot of freedom in the way you are achieving your goals – always aligned with our Corporate Governance of course. Furthermore, we will offer you an attractive remuneration package with fringe benefits as well as promising future career perspectives.

If our call is appealing to you and increasing your interest in working for us, please send your CV to:

Ms Isabella Furrer, R&S Group
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