

Sales Engineer & Account Manager

Innovative Sensor Technology IST AG - a company of the Endress+Hauser Group - is a leading supplier and partner for sensors. To participate to our continuous expansion of our high-tech company, with around 500 employees worldwide, we are looking for a [Sales Engineer & Account Manager for the territory of UK, Italy, Nordic Countries](#) located in Ebnat-Kappel (Switzerland).

Your [tasks](#) will include:

- Manage and extend the existing client portfolio in an assigned territory
- Support customers through all sales processes in a trustworthy and service-oriented manner together with the sales back office
- Development of customer-specific solutions in collaboration with internal stakeholders
- Forming strategic alliances with fulfilment and demand creation business partners
- Participation as well as planning and implementation of marketing campaigns
- Willingness to travel 30-40%

You have the following [qualifications](#):

- A degree (BSc. or MSc) in a technical field, electronics or semiconductor preferred
- Experience in the sale of consulting-intense technical products and system solutions, ideally in the sensor market
- Proficient in common software solutions (SAP, Salesforce, MS Office)
- Very good knowledge of English
- Needs to be able to communicate in English or German in the headquarters in Switzerland.
- Knowledge of a any other European language is a plus

Your confident appearance will enable you to represent IST AG and our product portfolio to our customers and partners. You can inspire them with enthusiasm for the diverse application possibilities of sensors.

As a team player with a hands-on mentality, you are characterized by your organizational talent and your solution-oriented way of working.

Grow with us! Please send your complete application documents, by e-mail to: Ms. Kristin Hofedank, bewerbung@ist-ag.com.