



ESCATEC Switzerland is an innovative and integrated Electronics Manufacturing Service provider. We are specialized in development and manufacturing of all ranges of complex electronics devices including micro and opto electronics. We are collaborating with international customers in many different markets like industrial applications, medical devices and transportation.

### Job responsibilities

- First point-of-contact in new business acquisition related to Design & Development (D&D) projects
- Proactively identifying and qualifying potential, new clients
- Delivering compelling sales presentations and demonstrations for sales pitches to showcase our D&D services and capabilities
- Preparing proposals and project contracts
- Negotiating contracts and closing deals to meet or exceed sales targets
- Building relationships with prospective clients and their key decision-makers
- Acquisition of D&D projects from existing customers in collaboration with our sales team
- Conducting thorough market research to identify emerging industry trends for technical products
- Collaborating with the D&D team to ensure that innovative product solutions are developed meeting customer requirements
- Providing ongoing support and assistance to clients to ensure their satisfaction and loyalty

### Job requirements

- Bachelor's degree in Electrical Engineering, Computer Science, Business, or related field
- Minimum 5 years of professional experience in selling D&D or Engineering services
- Proven track record of success in technical sales or business development, preferably within the electronic industry
- Strong understanding of electronic components and systems, with the ability to communicate technical concepts effectively
- Excellent interpersonal and communication skills, with the ability to build rapport and establish trust with clients
- Business fluent German and English, both spoken and written
- Results-oriented mindset with a strong drive to achieve and exceed sales targets
- Ability to work independently and as part of a team in a fast-paced environment
- Willingness to travel as needed to meet with clients and attend industry events – minimum 20%

### Contact

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