

SARIX SA is an internationally renowned manufacturer of high-precision machines for the production of micro-parts. We supply our solutions worldwide to high-tech industries in fields like micromechanics, turbine industry, watch and mold makers.

For our sales department we look for a

Sales engineer for high precision machine tools

You will be fully involved in the complete process of worldwide customer acquisition and sales of equipment that are at the cutting edge of the technology. You are in a technological market with a leader product and are fit for a technical sale process.

Activities

- Acquisition of leads and their qualification to prospects
- Management of the contact, Visit
- Organization of the pre-sale process with technology demonstration, job shop, studies
- Redaction and negotiation of offers
- Management of the delivery process for complex businesses cases
- Customer care after sales
- Participation to exhibitions and congresses
- Preparation of sales materials

Education

Studies in precision mechanics, electro-mechanics, electronics or equivalent

Your profile

- You have good communication and presentation skills. You convince through your expertise.
- You are able to build long-lasting trusting relationships with the customer.
- Fluency in German, English, and French
- Systematic problem-solving abilities and good communication skills
- Knowledge of machine construction, mechanical adjustment, precision mechanics
- Good understanding of mechanical drawing
- Good knowledge of PC use Microsoft Office Word, Excel, email
- Resident or willing to transfer place of residence near company site

Additional preferred skills

- Experience in international machine tools sales
- Knowledge of Electro Discharge Machining, CAM, micromechanics
- Italian or Mandarin

Company Site

6592 S.Antonino (TI) - Switzerland

Sarix offers a first class working environment in expanding technology fields. Globally oriented but manageable company size offers the perfect combination for responsible, growth oriented, doers - personalities willing to make the difference."