

Are you one of our success factors?



The ROSTA Group is a leading manufacturer of torsional rubber spring systems with subsidiaries in six countries and over thirty sales partners around the world. A wide variety of industries benefit from ROSTA components since 1944.

For the implementation of the Group's global growth strategy, we are looking for a new

Area Sales Manager Emerging Markets (m/f) (100%)

Working from our headquarters in Switzerland or subsidiaries in Italy or Germany

Your responsibilities & possibilities:

- ✓ Aggressively grow and shape the assigned market areas
- ✓ Implement and adjust the global sales strategy to each country's specificities
- ✓ Support and develop existing and new (distribution) partners and develop brand awareness with big OEM and Enduser
- ✓ Competent, solution-oriented advice, training and support for customers and local representatives or partners
- ✓ Development of new business fields and applications with customers
- ✓ Initiation of (digital) marketing activities to acquire new customers, development of new sales channels

Your profile:

- ✓ Technical education, further education in the field of mechanical engineering, sales and business administration
- ✓ Several years of professional experience in international sales of industrial components / products
- ✓ Experience with different sales channels, especially through distribution partners, as well as direct sales in different market segments
- ✓ "Hunter" / Business Development Mentality with strong negotiating skills
- ✓ Initiative, flexible personality with a goal-oriented and independent way of working
- ✓ Excellent language skills in English (oral and writing) is required, additional languages are a plus
- ✓ International willingness to travel of approx. 50%

You can expect:

- ✓ Very interesting, dynamic and fulfilling role in a truly global environment with the spirit of a healthy mid-size company and plenty of scope for development
- ✓ An inspired team around the world – truly living the spirit of (global) team-work
- ✓ State of the art and well advanced, efficient working environment in regard to processes and digitalization
- ✓ Flexible working hours (annual working time model)
- ✓ 25 to 30 holiday days and additional bridging days – depending on your location

You have the opportunity to play an active role in shaping the ROSTA Group's growth objectives in the expansion of market areas and customer care. Send us your complete application documents with possible starting date and salary expectations electronically to Sandra Egli, Human Resources, humanresources@rosta.com .