

Area sales manager / Sales engineer reporting to Manager of Sales Bosch Packaging Technology SA in Romanel, CH

Maschinenbau, Verpackungstechnik



"Made by Bosch" stands for outstanding quality of a global player. Profit from the multitude of career opportunities in an internationally positioned company.

Der Geschäftsbereich Packaging Technology ist weltweit einer der führenden Anbieter von Verpackungslösungen. In Waiblingen entwickeln, fertigen und vertreiben wir innovative Verpackungsanlagen für die Nahrungs- und Pharmaindustrie.

Ihre Aufgabe:

Manage and develop sales of Bosch Packaging Technology SA. Product portfolio consists of pick and place delta robot technology designed for high speed feeding solution.

- market responsibility for defined markets within Europe, Middle East and Africa
- manage, support and drive local sales agents within the defined markets ensure sales targets and goals are achieved
- implement, train and maintain sales processes with the external sales network to maximize sales at the lowest possible costs for standard and Module++ equipment
- develop and implement strategy to achieve annual sales plans, sales quotas, expense budgets and forecasted sales for the territory
- identify customer's needs and requirements regarding new projects
- following the overall sales strategy develop and implement sales strategies for defined markets and segments

Ihr Profil:

The ideal Area sales manager candidate will be self-motivated and extremely enthusiastic with an unstoppable will to succeed. They must possess excellent organisational skills and an opportunistic personality, making the most out of the smallest opportunities. They should be charismatic and enjoy interaction with all types of people.

- intense knowledge and experience in business to business sales
- a number of years experience in the sale of packaging machines ideally in the food and confectionery industry
- robotic experience is an advantage
- strong communication and intercultural skills
- fluently in French and German, preferably also in a further language like English and Spanish
- highly motivated, enthusiastic and open minded
- technically skilled and commercially oriented \$ideally educated to degree level, however direct experience within this industry sector is considered equally important
- a strong technical sales background would be an advantage

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Datum: 04.11.2009

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Schicken Sie Ihre Bewerbungsunterlagen unter Angabe der jeweiligen Kennziffer an:

**Robert Bosch GmbH
Personalabteilung
Frau Kellerer
Postfach 11 27
71301 Waiblingen**

Tel.: 0711 811-57042

Bachelor und Master:
Herzlich willkommen!



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Bosch Standortpräsentation



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