



Polytype Converting is your supplier of coating technologies and lines for the surface finishing of a great variety of flexible films and papers for highest demands. Our activities are first and foremost geared to our customers and their products. As a leading technology supplier in our segment we develop comprehensive solutions meeting our customers' demands with regard to quality, productivity and optimized production costs.

For the personnel reinforcement of our team in Fribourg (CH) we are, as from now, looking for an

## Regional Sales / Business Development Manager (male/female/divers)

### Your tasks

- Sales responsibility for the regions France, Spain, Italy and Portugal
- Acquisition of new customers and expansion of existing customer relationships
- Development of new markets in cooperation with the group-wide Business Development Organization
- Process and mechanical engineering customer consulting
- Preparation and elaboration of offers, as well as contract and award negotiations
- Presentation of the products on fairs and at congresses
- Commercial support of the project handling
- Carrying out of various tests and checks
- Responsibility for the turnover budget
- Market and competition analyses

### Your profile

- Engineering degree with the focus on machinery or plant engineering or process engineering and/or industrial engineering or a comparable technical education
- 5 years of professional experience in the sales of machines or plants in an equal or similar position, preferably in the field of Converting
- Entrepreneurial and target-oriented acting
- Self-confident and communicative manner
- Business-fluent English skills, skills in further languages are advantageous
- Fun on international travelling
- Good MS-Office skills

You can expect a diversified and interesting range of tasks offering you a large variety of design and development possibilities. We look forward to receiving your convincing application stating the earliest date you could start. We ask you to please send