

<u>We are looking for</u> : AREA SALES MANAGER	
<u>Business Unit</u> : DC Traction Power Substations	

MAIN PURPOSE OF THE JOB

Insures sales activities for DC Traction Power Substations (Railways & Mass Transit Systems with DC electrification) on specific International Markets.

ORGANIZATIONAL INTEGRATION

Reporting to the Sales Manager of the Business Unit

MAIN ACTIVITIES – RESPONSABILITIES – SCOPE ACTIONS

Promotion, Bid Preparation, Tendering and Acquisition actions according to the strategy, budget, action plan and special instructions established by the Sales Manager and/or requested by Clients and Partners on the Market:

- Analysis of the Technical Specifications related to Electrification Projects and establishment of the Technical and commercial Proposal related to the DC System.
- Presentation and defense of the proposal in front of customers and potential partners.
- Contract Negotiations and follow up of the customer after contract in relation with commercial matters as well as continuous development of relationship with customers (after contract the operations are in charge of the Engineering department)

PERFORMANCE CRITERIA

- Acquisitions budget and quality of margin (defined by the Sales Manager according to budget targets).
- Specific Action Plans in relation with market penetration and cooperation with partners
- External relations with customers and partners

PROFILE AND REQUIRED SKILLS

- Educations: Electrical or Electronic Engineer.
- Languages :
 - English fluent (must)
 - German fluent (advantage)
 - French (mainly for internal communication ; ready to learn french)
 - Other languages could be a plus (to be mentionned)
- Experiences: Technical field and International Sales (Electrotechnical products, Projects, Systems or Subsystems).
- Specific skills :
 - Communication skills, flexibility,
 - Capability to establish solid business relations with partners and customers
 - Strong negotiator and ability to convince
 - Entrepreneurial in the frame of the tasks assigned
 - Ability to pool efforts internally

Availability (business trip = 20%-40% of the occupancy rate in relation with the markets assigned)