



## Strategic Account Manager (f/m)

### Be a part of Swiss High Performance Tooling

We have been setting international benchmarks in the development and production of high-performance injection molds for over 60 years. We offer our sophisticated and discerning customers solutions in all significant areas from prototyping and construction of the latest molds to complete one-stop service.

We are looking for a flexible team player to join our team for the fast growing medical market in the position of

### **Strategic Account Manager (f/m)**

As part of a dynamic customer focused team, you will be responsible for the successful development, annual sales & growth target of defined strategic accounts. You will operate from our Medical Centre of Excellence in Diessenhofen (Switzerland).

#### **Duties:**

- effective account management, with strict adherence to accountability and profitability - achieve annual sales & growth target in your region
- Set-up, development and maintenance of existing and new strategic medical accounts to ensure the sales & growth target
- Lead detailed technical discussions and identify the best moulding solution
- Identify and qualify customer needs for the establishment of customized solutions and quotations
- Ensure the accurate transfer of all technical and commercial details of a new project to the project management team
- Monitor and maintain sales activities in the customer relationship management (CRM) and support the annual sales budget planning
- Lead comprehensive order and contract negotiations
- Representation during exhibitions, symposium and partner events
- Establishment of market, product and competitor analysis

#### **Requirements:**

- Education as toolmaker with an additional degree in plastics or mechanical engineering
- In-depth knowledge of mold making, injection molding and the high-quality medical market
- History of successful sales and market development in the medical plastic industry
- Strong analytical and excellent communication skills – strategic thinker
- Customer-focused attitude with strong drive to succeed and passion to excite customers by selling value
- Excellent verbal and written communication skills
- Responsible- and independent-minded
- Strong MS office skills
- Fluent in German and English, French considered as a plus
- Ability to travel, around 40% (international)

We can offer you a challenging and multifaceted job involving a high degree of individual responsibility and scope. Help shape the future as part of a highly motivated team and seize the opportunity to make a difference in an expanding enterprise.

Have we aroused your interest? Beatrice Burri, Human Resources Manager, is looking forward to receiving your application in German. If you have any questions, please do not hesitate to contact her.