

Amberg Technologies AG is a leading provider of integrated high-precision measuring system solutions for recording and analysis of structural information in the infrastructure sector. In-depth knowledge and a consistent focus of business activities on the field of infrastructure construction, especially tunnel and railway construction lead to world-renowned high-quality system solutions. Amberg Technologies AG is a Swiss SME operating worldwide within the Amberg Group.

We seek to fill the following position in Regensdorf (Zürich), Switzerland

Regional Sales Manager – Tunnel 100% (m/f)

Key Responsibilities

- Sale of measurement systems and solutions and the sustainable management of world-wide sales partners and key customers within the Tunnel and Underground construction / maintenance industry
- Acquiring new customers and expanding existing business relationships
- Collecting and structured analysis of market data
- In close cooperation with product management and marketing, you develop sales and market strategies and implement them consistently
- As a specialist, you can advise customers on measurement and surveying solutions and can precisely document requirements for customer specific use cases
- Conduct sales and training presentations

Desired Skills

- A degree in Civil Engineering / Geomatics / Geosciences or related subjects
- In-depth experience in Tunnel construction
- Ideally, you have a background in the precision measurement industry with products deployed in harsh environments
- Experience in management of international customers and sales partners
- Your distinctive team and communication skills will support you in coordinating all customer needs with internal stakeholders
- You are also able to structure decisions based on business analysis methods and have a high affinity for International Business Development
- Dynamic professional with 3 years of work experience in a similar business field
- Willingness to travel world-wide (approx. 30-40%)
- Very good written and spoken command of English (German or other languages are an asset)
- Proven Project Management skills

Benefits

- A motivated team awaits you along with a diverse and challenging position
- Great professional and personal growth opportunities
- Internal and external training offerings
- Flexible working hours

If you are accepting the challenges of our market expansion within the Tunnel and Underground Market, let us know how you can contribute. We are on an exciting path and able to offer an attractive working environment for a creative, flexible and inventive person.

We are looking forward receiving your application at job@amberg.ch.

Amberg Technologies AG, Ms. Carmela Petriello, Human Resources Manager,
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