



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 – Rail 100% (m/f/d)

Key Responsibilities

- Develop sales of measurement systems and surveying solutions in the assigned regions
- Manage and develop a worldwide network of customers, sales partners and key accounts within the Railway construction, surveying and maintenance
- In close cooperation with Business Unit Manager, product management and marketing, develop sales and market strategies and implement them consistently
- Advise customers on measurement and surveying solutions and properly document requirements for customer specific use cases
- Conduct sales and training presentations
- Create regional sales plans and quotas in alignment with business objectives
- Forecast quarterly and annual revenues in the assigned regions

Desired Skills

- A degree in Civil Engineering / Geomatics / Geosciences or related subjects
- Successful record of international sales in the railway construction, monitoring and track surveying business
- Experience in dealing with railway construction companies, maintenance engineers, independent sales representatives and distributors with a good network of contacts in the industry (customers and main stakeholders)
- Strong technical background in railway construction and maintenance, track surveying and monitoring
- Excellent communication skills
- Able to structure decisions based on business analysis methods and have a high affinity for International Business Development
- A minimum of 3 years of work experience in railway monitoring/surveying or similar business field
- Very good written and spoken command of English, French and Spanish

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 Rail 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.



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