

DER FEINE
UNTERSCHIED
ZWISCHEN SUCHEN
UND FINDEN.



Drive Business Growth in a Technical Niche Market

Our client is a well-established Swiss technology company with more than 45 years of successful market presence and an excellent reputation in its market segment. Based in the Greater Zurich Area, the company is part of an international group and develops, distributes and services specialized technical solutions for professional customers across Switzerland. Innovation, quality and long-term customer relationships are key drivers of its continued success.

To support further growth, we are looking for a customer-focused and entrepreneurial professional as

Technical Sales Manager (m/f/d)

Your role

- Develop and expand business relationships throughout Switzerland
- Identify new market opportunities and acquire new customers
- Advise customers on innovative technical solutions and applications
- Conduct product presentations and customer demonstrations
- Manage the entire sales process from prospecting to contract closure
- Monitor market trends and customer requirements

Your profile

- Technical education in engineering, mechanics, electronics, environmental technology or a related discipline
- Several years of experience in solution-oriented B2B sales of advanced technical systems, ideally within robotics, inspection, detection or industrial technology environments requiring consultative selling
- Successful track record in selling technical products, equipment or solutions
- Strong communication, presentation and relationship-building skills
- Entrepreneurial, self-motivated and customer-focused personality
- Fluent German and good English skills, French and/or Italian would be an advantage

Your benefits

- Direct impact on business growth and market development
- Flat hierarchies and short decision-making processes
- Innovative solutions with clear customer value
- Long-term development and career opportunities

Would you like to combine your technical expertise with your passion for sales and contribute to the success of an innovative technology business? We look forward to receiving your application at careers@nellen.ch.

Absolute confidentiality is guaranteed throughout the entire recruitment process.

Nicole Schmidt
Partnerin



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