

The TUNAP Group...

inspires with innovative products and system solutions for all aspects of chemistry. As the technology market leader in Mobility, Industry, Wholesale & Retail and Health & Care sectors, we offer research and development, production and sales from one single source. With innovations and reliable products from our own research and development and production as well as a comprehensive international direct sales organisation, we are a successful and indispensable partner of the industry. We are growing in fast pace and employ over 700 people internationally.



Sales Manager Automotive (m/f/d), 80-100%

We are hiring a French speaking **Sales Manager Automotive** with focus on field sales, regularly visiting our location in Märstetten (TG) for personal information exchange.

Your tasks:

- ✓ You will inspire car dealerships and workshops in your sales region with our high-quality chemical products and drive our sales and gross profit targets.
- ✓ You are up-to-date when it comes to technology and can explain the correct use of our products in presentations and training sessions.
- ✓ You implement sales processes (sell-out management) with your customers, agree with them on sales targets and advise them on sales packages.
- ✓ You develop sales strategies and incorporate your expertise into smart measures to increase sales and gross profit in the short and medium term.
- ✓ You will drive forward the expansion of customer relationships in French-speaking Switzerland.
- ✓ You will acquire prospects and develop new clients.
- ✓ Thanks to your excellent knowledge of human nature, you quickly recognise the needs of your counterparts and thus build long-term, successful business relationships with decision-makers.

Your qualification:

- ✓ Completed professional education with a commercial or technical background or university degree in related fields.
- ✓ Several years of sales experience along technical or chemical products.
- ✓ Strong business administration knowledge and practice in the interpretation of sell-out data.
- ✓ High willingness to travel regularly throughout Switzerland (class B driving licence).
- ✓ Very good knowledge of French language; knowledge of German language will be an advantage.
- ✓ Personally, you impress with your empathy, your talent for closing deals, your communication skills and your strong customer focus.

We offer you sphere for influence with personal responsibility and flexibility. In addition to modern employment conditions, such as additional holidays, childcare allowances and much more, you will also receive a company car for private use in this role.

If customer-orientation is not just a slogan for you, but an everyday reality and you are a person who likes to contribute your ideas and make a difference, please send your application documents to: **Michael Schiefner**, Head of Human Resources / Würth Management AG, Phone +41 71 225 10 28, E-Mail: jobs@wuerth-management.com