

Senior Key Account Manager

Sales

ESCATEC Switzerland is an innovative and integrated Electronics Manufacturing Service provider. We are specialized in development and manufacturing of all ranges of complex electronics devices including micro and opto electronics.

Responsibilities:

- Provide reliable Customer support service for strategic Customers
- Develop and maintain long term relationship with strategic Customers and ESCATEC to establish organic growth and achieve company's goals
- Be the Champion of the Customer and the Customer's voice throughout the factory. Effectively communicate all Customer requirements to relevant departments.
- Efficient Customer Relationship Management at all hierarchical level and professional representation as ambassador of ESCATEC
- Prepare Customer Account Development Plans and achieve agreed targets for sales
- Development and internal implementation of Customer-specific strategies and measures
- Ensure efficient costing during quotations, cost feedback and price negotiations to win deals
- Direct and steer internal cross functional team to resolve challenges in order to meet Customer's expectations

Job requirement:

- Experience in EMS (Electronics Manufacturing Services) for at least 10 years
- Proactive involvement in managing and building relationship with Customer at all hierarchical level
- Proven track record as a successful sales person
- High understanding of customer needs and market dynamics
- Experience in D&D especially Electronics
- Fluent in German and English (written and spoken)

We offer:

- Space given for creative solutions
- A good working atmosphere, flexible working hours and above-average social benefits
- Opportunities for further development

For further information, please contact **Veshalini Caggese, Business Unit Manager**,
Tel. +41 71 556 30 60.

Contact

Please send your application in English with a comprehensive resume and recent photo to:

ESCATEC Switzerland AG

Martina Keel

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