



MAGTROL SA is a leading manufacturer of sensors and motor test equipment. We are part of the MAGTROL Group with headquarters in the USA and offices in Germany, France, China and India. Our customers are leading industrial players in a wide range of industries, including aerospace, energy, automotive, defense, transportation and home appliance. We focus on precision, reliability, and high-level technical expertise.

To strengthen our commercial presence in Switzerland, Austria, United Kingdom and Ireland, we are seeking a proactive and technically skilled :

## AREA SALES ENGINEER 100% (M/W)

### SWITZERLAND, AUSTRIA & UNITED KINGDOM

#### MAIN RESPONSIBILITIES:

- Develop and implement commercial strategies for assigned territories, in alignment with Magtrol's goals.
- Maintain and grow existing customer relationships through regular visits, technical support, and follow-ups.
- Identify and qualify new business opportunities in key segments.
- Conduct technical product presentations and demonstrations at customer sites and via web meetings.
- Participate in international trade shows and industry-specific exhibitions.
- Monitor competitors and market trends to adjust sales tactics and pricing strategies.
- Coordinate with product management, engineering, and customer service to ensure a seamless customer experience.
- Maintain accurate and timely CRM entries, sales forecasts and visit reports.

#### YOUR PROFILE

- Bachelor's degree (or equivalent) in **Mechanical Engineering, Electrical Engineering or Mechatronics**.
- Minimum **3 years of experience in B2B technical sales**, preferably in motor testing, sensor technology, test bench equipment, or machine building.
- **Native Swiss German speaker**, fluent in English (spoken and written).
- Strong ability to communicate technical concepts to both engineers and buyers.
- Willingness to travel approx. 30% within the territories, including multi-day international trips.
- Open-minded, proactive with strong project lead.
- Valid driving license and passport required.

#### WE OFFER

- A stimulating and varied job with a lot of autonomy in a dynamic international environment.
- Contribute to the development of an established and respected brand in a growing niche market.
- Direct access to product management and engineering for fast decision-making.
- Flexibility in work arrangements (possibility of working from home).
- Attractive remuneration including a fixed salary and commission.
- Opportunity to develop Magtrol's commercial presence in key markets.

If you are versatile and interested in working in a dynamic team within a rapidly expanding international environment, feel free to send your application, including salary expectations, by email to [job@magtrol.ch](mailto:job@magtrol.ch) or by confidential mail to:

MAGTROL SA • Human Ressources • Route de Montena 77 • 1728 Rossens | Suisse