



Swiss-based Muller Technology is a global leader in injection mold making, robotics, and automation technology to produce thin-wall plastic packaging used in the food, medical, and other industries

We are searching for our site in Conthey:

Sales and Business Development Manager

The Sales and Business Development Manager is responsible for building out Muller Technology's footprint through market development activities, acquiring new clients, managing existing client relationships, developing effective sales and marketing strategies, forecasting and achieving sales goals, coordinating offer development, assisting with project management, and continuously growing professional and technical knowledge. The ideal candidate will have a deep understanding of sales and business development techniques such as consultative/behavioral selling, value creation and consensus building. A technical degree and significant experience in the Rigid Plastic Packaging / Medical and Healthcare industry is desired. Preferred language skills are English, German and French.

Responsibilities:

- Increase Muller Technology's commercial footprint through business development activities including development of an effective sales network and client prospecting.
- Develop Muller Technology's Strategic Position, Value Proposition and Go-to-Market strategy for the Medical and Healthcare industries.
- Maintaining professional and technical knowledge and establishing a personal network by reviewing professional publications, participating in professional associations, and attending targeted trade shows and conferences.
- Use of selling techniques for effective business development such as strategic, consultative, and behavioral selling.
- Establish sales objectives by forecasting and developing annual sales quotas for customers and sub-market segments, including projecting sales volume and profit for existing and new products.
- Support quoting process, offer development and project coordination as needed.
- Implement sales programs by developing documented field sales action plans.
- Collaborate and exchanges best practices with the sales team in Switzerland and the USA.
- Other duties as assigned.

Requirements:

- Proven business development and customer relationship building skills.
- Bachelor's Degree in engineering or another technical discipline.
- Experience in the Rigid Plastic Packaging / Medical and Healthcare industry.
- Two or more years of successful industrial sales experience.
- Familiar with strategic planning, competitive analysis, and financial management.
- Strong communication and professional presentation skills.
- Experience with Capital Equipment sales processes.
- Agile thinking. Experience with building consensus within client's organizations.
- Collaborative leadership style, personal humility, strong work ethic, and high emotional intelligence.
- Proficient computer skills, including the use of Microsoft Outlook and Office suite.
- Readiness to travel (~75%).

What can we offer you?

- Varied activity within an international group, in a state-of-the-art environment
- Independent and responsible work in a young and dynamic team
- Efficient tools and working methods
- Social and wage benefits of a modern company

Are you interested?

If so, do not hesitate to send your application to: hr.vs@muller-technology.com.

We are looking forward to meeting you. For more information and further job offers, please refer to our website: www.muller-technology.com

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An Equal Opportunity Employer

MULLER does not discriminate on the basis of race, color, religion, national origin, sex, age, disability, genetic information or any other status protected by law or regulation. It is our intention that all qualified applicants are given equal opportunity and that selection decisions be based on job-related factors.