

**WE CREATE PASSION
THROUGH OUR SOLUTIONS
TO REVEAL THE HIDDEN
AND LOCATE THE DYNAMIC.**



Safran is a leading international high-technology group with three core businesses: aerospace, defense and security. Operating worldwide, the Group counts more than 90,000 employees and annual sales exceeding 26 billion euros. Through this global presence Safran builds industrial and commercial relations with the world's leading prime contractors and operators.

Headquartered in Heerbrugg Switzerland, Safran Vectronix AG is a global player in state-of-the-art optronic equipment, systems and sensors for military and civil applications. Through our extensive network, we export more than 95% of our products worldwide.

We are interested in people who think and act creatively and in a team-orientated manner. People who will value a challenging future in a multicultural, international environment. We would like to reinforce our sales team with a client-focused, reliable person and are looking for a

Regional Sales Director Switzerland, Germany and Austria (DACH) (f/m)

Responsibilities / Key activities

- Manage international sales with existing global distributors/consultants with emphasis on DACH countries
- Forecast, budget and monitor of annual targets, orders and sales
- Coordinate marketing, support and training between headquarters and target markets
- Seek and acquire new customers in close co-ordination with program management

Job Requirements

- Preferably, you have completed a **technical education** with continuous training in sales and marketing management
- Minimum of 4-7 years' experience in international sales management, ideally in the field of security products & systems
- Previous **experience in a senior sales role** with demonstrated ability to meet or exceed targets
- **Familiar with B2B and B2G** in a highly competitive market
- Fluency in **English** and **German** is mandatory, French language and others preferable
- Good knowledge of **international compliance** and contract law
- Ability and eagerness for significant **travel** (30-40%)

You as a person

You are a self-driven, **proactive** and pragmatic sales specialist with a **proven track record** of strategic agility and ability to make decisions in complex and ambiguous situations. Because of your outstanding sales skills (negotiation and closing critical sales contracts), your strong **attention to detail** and entrepreneurial mindset, you have the ability to succeed in a dynamic environment. Furthermore, you are able to manage multiple projects and work to tight deadlines. Most important: you bring the **passion** with you to build a global quality brand – made in Switzerland. Due to the nature of our business, we encourage candidates who have served as officers in the Swiss or German Armed Forces (active or retired) with sound experience from the field and/or in procurement services.

Patrick Drach, Director Marketing and Sales, Tel. +41 71 726 7324 will be pleased to provide any further information you may need regarding the tasks and responsibilities of the position. Rebecca Damrau-Marxer, Human Resources, looks forward to receive your application (rebecca.damrau-marxer@safrangroup.com).