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We are an internationally renowned company based in Cressier, near Neuchâtel, in the French-speaking part of Switzerland. We design, develop, and manufacture centrifugal pumps and diaphragm control valves to meet the most demanding requirements, and supply them to the industrial, chemical and wastewater sectors.

To strengthen our Sales team, we are looking for an :

Area Sales Manager - 100% (m/f)

(Central & Eastern Europe)

Key Responsibilities:

- Identify and develop new market opportunities within the assigned region to drive profitable and sustainable sales growth.
- Develop and execute a long-term strategic plan for the region, aligned with overall company objectives.
- Provide comprehensive technical and commercial support to customers, representatives and agents.
- Conduct regular visits to key customers; identify new applications and strengthen product positioning and reputation.
- Analyze regional market trends, customer needs, competitors' activities and growth potential to guide commercial decisions.
- Collaborate with sales representatives to define target markets, applications and growth priorities.
- Coach and train sales representatives to enhance their commercial, technical and strategic capabilities.
- Promote and ensure effective use of the company's sales tools, standards and processes to improve sales efficiency and market coverage.
- Ensure consistent and accurate use of the company's reporting systems and define performance indicators (KPIs) for sales representatives in alignment with HQ guidelines.
- Actively drive the sales process by ensuring timely follow-up on commercial and technical offers.
- Serve as the primary Interface with the factory, including technical office, R&D, purchasing, project management, spares parts, after-sales service departments.
- Ensure smooth execution of major projects in close coordination with the projects department.

Profile and skills:

- Bachelor's or Master's degree in Mechanical Engineering, with a minimum of 5 years' experience in a similar technical-commercial role.
- Fluent in English (spoken and written), with a good command of French; German is considered an advantage.
- Solid technical expertise in hydraulics, chemicals, wastewater and general industrial applications.
- Strong interest in technology, customer interaction and sustainable success; willing to travel at least 30% for direct customers' visits.
- Results-driven, structured, autonomous, with an entrepreneurial mindset, strong initiative and a solid solution orientation.
- Confident and persuasive consultative sales professional with excellent communication skills and a passion for building long-term customer relationships.

If you match the profile we are looking for, please send us your complete application (CV, covering letter, certificate(s)) to rh@eggerpumps.com

For more information about our company, visit www.eggerpumps.com