

Emile Egger & Cie SA
Ressources Humaines
Route de Neuchâtel 36
2088 Cressier NE (Schweiz)
Telefon +41 (0)32 758 71 11
rh@eggerpumps.com
www.eggerpumps.com



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.

For our subsidiary in UK, we are seeking an experienced and entrepreneurial

AREA SALES MANAGER - 100% (m/f)

to develop and lead our business activities in the United Kingdom. As the sole commercial representative in the UK, you will take full responsibility for driving sales growth, developing the market and strengthening our presence across key industrial sectors.

This is a highly autonomous role suited to a proactive professional who enjoys building customer relationships, identifying new opportunities and developing a market with strong support from our international headquarters.

Key Responsibilities:

- Take full commercial responsibility for developing and growing the company's business across the UK market.
- Identify and develop new market opportunities to drive profitable and sustainable sales growth.
- Maintain and expand relationships with existing customers while actively acquiring new clients in core and emerging industries.
- Conduct regular customer visits across the UK to identify new applications and strengthen product positioning and market reputation.
- Provide technical and commercial support directly to customers, acting as the main point of contact for the UK market. Develop and implement a regional sales strategy aligned with the company's global objectives.
- Analyse market trends, customer needs and competitor activities to identify growth opportunities and guide commercial decisions.
- Manage the entire sales cycle, from opportunity identification and proposal preparation through to negotiation and order closure.
- Ensure timely follow-up of commercial and technical proposals and maintain strong customer engagement.
- Act as the primary interface between UK customers and the factory, working closely with technical office, R&D, purchasing, project management, spare parts and after-sales service teams.
- Support the successful execution of major projects in close cooperation with the internal project teams.
- Maintain accurate reporting and pipeline management using the company's CRM and reporting systems.
- Contribute to the long-term development of the UK market and support the potential growth of the local organisation.

Profile and skills:

Emile Egger & Cie SA
Ressources Humaines
Route de Neuchâtel 36
2088 Cressier NE (Schweiz)
Telefon +41 (0)32 758 71 11
rh@eggerpumps.com
www.eggerpumps.com



- Bachelor's or Master's degree in Mechanical Engineering or a related technical discipline.
- Minimum of 5 years' experience in a technical sales role within industrial equipment or capital goods.
- Proven experience in selling capital equipment, ideally within pumps, fluid handling or related technologies.
- Strong technical understanding of industrial applications such as hydraulics, chemicals, wastewater or general process industries.
- Demonstrated success in new business development and growing market presence.
- Existing network within relevant industrial sectors in the UK is highly desirable.
- Fluent in English (spoken and written).
- Highly autonomous, entrepreneurial and results-driven, with a proactive approach to sales and business development.
- Strong communication, negotiation and relationship-building skills.
- Willingness to travel extensively across the UK to meet customers (approximately 60%).
- Ambition and potential to grow into a broader leadership role as the UK business develops.

What we offer:

- Competitive salary with a performance-related annual bonus linked to sales, order intake and business development KPIs.
- Company car for business and private use, including fuel card.
- Pension scheme in line with UK regulations.
- Company-provided health and accident insurance.
- Full reimbursement of business expenses (travel, accommodation and client entertainment) in accordance with company policy.
- Mobile phone, laptop and IT equipment provided.
- Ongoing training and professional development opportunities within the EGGER Group.
- The opportunity to build and develop the UK market with a high level of autonomy and strong support from the international organisation.

If you match the profile we are looking for, please send us your complete application to rh@eggerpumps.com

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