

# Sales Manager m/f

The division offers an extensive range of technologies spanning the entire value chain of electrification – from substation to the point of consumption. It thus plays a pivotal role in ensuring the safe and reliable supply of electricity. Our portfolio encompasses a broad spectrum of digital and connected innovations for low- and medium-voltage electrical installations, including EV infrastructure, solar inverters, modular substations, distribution automation, power protection, installation technology, switchgear, enclosures and cabling systems, sensors, and control products.

The role is responsible to lead and develop one of our sales teams, covering a wide range of electrification products and solutions on the Swiss market. We are looking for a highly structured and self-driven individual with proven management skills and a sound understanding of modern and effective sales approaches. The unit is headquartered in Baden. Location could be Baden or Lausanne.

<b>Location:</b>	Baden, Aargau, Switzerland
<b>Job Function:</b>	Sales
<b>Employment Contract Type:</b>	Regular/Permanent, Full-Time
<b>Division/Function:</b>	Electrification Products
<b>Business unit:</b>	BU Protection and Connection
<b>Publication ID:</b>	CH61247759_I3

## Tasks

- Responsible to meet sales targets
- Formulate strategies and action plans to achieve overall goals of the organization
- Manage the sales team to ensure individual targets are delivered
- Establish relationships to our important customers, focus on acquisition of new customers
- Develop, train and coach the sales force to ensure a high professional standard and a high level of sales and technical skills
- Build and maintain basic market intelligence
- Ensure full leverage and usage of our CRM
- Maintain a solid sales controlling system

- Ensure highest efficiency in the sales process and strive for continuous process improvements
- Closely collaborate with the marketing function

## Requirements

- University degree/University of Applied Science degree in engineering or related disciplines
- Respective product and market knowledge
- Fluency in German language required
- Solid knowledge of English and French language required
- Proven management skills/leadership skills
- Strong communication skills
- Highly structured and self-driven

### Additional Information

ABB is able to offer you an interesting role within a highly motivated team, together with open communication structures. On the basis of a personal, practice-oriented introduction program, you will be given the opportunity to acquire the confidence needed to work independently as well as be a constructive member of an inclusive team within your assigned area. ABB is also able to provide a wealth of opportunity for personal development once you have completed your introduction period, the aim being to assist you in attaining your career goals. Personalized development programs with targeted training measures will help you to enhance your skills on a continuous basis.

Interested in joining our team? If so, we look forward to receiving your full application (motivation letter, CV, references) only via our online careers tool. A better world begins with you at [www.abb.com/careers](http://www.abb.com/careers)

ABB Switzerland Ltd.  
Alla Ghinolfi  
Talent Partner  
Phone +41 58 588 32 26

[www.facebook.com/ABBcareer](https://www.facebook.com/ABBcareer)  
[www.xing.com/companies/abbschweizag](https://www.xing.com/companies/abbschweizag)  
[www.linkedin.com/company/abb](https://www.linkedin.com/company/abb)

ABB (ABBN: SIX Swiss Ex) is a pioneering technology leader in electrification products, robotics and motion, industrial automation and power grids, serving customers in utilities, industry and transport & infrastructure globally. Continuing more than a 125-year history of innovation, ABB today is writing the future of industrial digitalization and driving the Energy and Fourth Industrial Revolutions. ABB operates in more than 100 countries with about 132,000 employees [www.abb.com](http://www.abb.com)

Our ambition.  
Your legacy.

Power and productivity  
for a better world™ 