

**APCO Technologies** is specialised in the design and manufacture of high quality mechanical and electromechanical equipment. APCO Technologies provides innovative and competitive solutions to clients specific requirements.

**Following our growth development and to complete our teams in Switzerland, we are recruiting a (M/F) :**

## **Technical Account Manager**

### **Domains :**

Electromechanical and Aerospace industry

### **Your mission:**

- Develop partnerships and business opportunities within industry key contacts and prime contractors.
- Assess and propose target development programs for the aerospace industry.
- Seek “built to specification” and “build to print” sales opportunities
- Create opportunities by providing technical advice and support to business needs through various communications and network development initiatives. This includes travel to customer sites in the Swiss German area. Submit written reports of subsequent sales and extension actions.
- Plan and support promotional activities and participate in professional conferences.
- Develop and present technical product presentations.
- Review Requests for Quotation in the diverse portals and make decisions to bid/no bid following company guidelines.
- Participate to negotiation and reconcile customer orders with proposal / negotiated terms.

### **Your profile :**

- You have a bachelor or engineering degree
- You have sales experience and a good technical background.
- German and/or Swiss German is your mother tongue.
- You have advanced skills in persuasion, prospecting, public speaking and motivated for sales.

**Starting date: 01.05.2017 or to be decided.**

Please send your application file by e-mail to :

[emplois@apco-technologies.eu](mailto:emplois@apco-technologies.eu)



[www.apco-technologies.eu](http://www.apco-technologies.eu)