



We are looking for an experienced

Area Sales Manager

Key responsibilities and activities

The main mission will be the commercial responsibility for Switzerland and its growth; this includes but it is not limited to:

- Ensuring the commercial support and customer success on running businesses with our established B2B accounts.
- Ensuring a continuous growth on the short-medium term by prospecting new customers, scouting new opportunities and proposing customized solutions.
- Building up in cooperation with the direct manager a long-term (3 to 5 years) growth plan, in line with Fischer's Mission & Values.
- Ensure consistent and efficient KPI metrics for the territory with monthly reviews.

Hard skills

- Experienced in CA and KAM (5+ years' experience).
- Fluent in German, English and French languages.
- With an engineering background.
- Hold a B driver's license.

Soft skills

- Highly motivated and proactive, with a positive attitude and with a long-term mindset, committed to results
- Open to team-work and cross-functional cooperation.
- Open to innovation and constructive change.
- Willing to travel extensively (30-50% of the time) mainly in the Swiss territory.

Join us to reimagine connectivity together