



SAPAL

With over 110 years of experience in the food industry, Sapal is a leader in the packaging of premium products. Based in Ecublens, Switzerland, but operating in an international environment, we manufacture innovative, high-tech standalone packaging machines to complement packaging lines, including upstream and downstream equipment. Our expertise in different types of packaging with a wide range of styles and materials, as well as our worldwide Customer Service has made us one of the leading suppliers of packaging solutions for the cheese, chocolate and bouillon industries.

In order to complete our team and with an immediate start, we are looking for an

Area Sales Manager (M/W) 100% USA and Latin America

Your Duties & Responsibilities

- Market analysis and prospection in the different regions
- Management of the existing portfolio and development of new clients
- Management and development of local agent networks
- Identification of new opportunities and market development
- Management of the sales process of machines and services
- Planning and execution of customer visits
- Administrative tasks related to the commercial action

Your Profile

- Willing to travel (30 to 50%)
- Technical training (Bachelor's degree or equivalent)
- Fluent in English, French and Spanish, Portuguese is a major asset
- Proven sales performance
- Results oriented, reactive and demanding
- Perfect management of priorities and respect of deadlines
- Structured and analytical mind
- Flexible and adaptable to various situations
- Excellent communication skills and assertiveness
- Mastery of the usual computer tools (Windows and CRM)

Our Offer :

We offer you an exciting and diversified activity within a young and dynamic team, a salary commensurate with your skills and the social benefits of a modern company. Furthermore, Sapal strongly encourages its employees to continue their training in order to always give the best of themselves.

If you recognize yourself in this profile and if this new challenge attracts you, then do not hesitate to send your complete application to the following address:

Sapal SA - Human Resources Department

Av. du Tir-Fédéral 44 - 1024 Ecublens or by e-mail: jobs@sapal.ch