

SCHAUBLIN SA
situé à Delémont en
Suisse, est une filiale
du groupe RBC
BEARINGS lequel
compte plus de 30
entreprises dans le
monde

**ROTULES
OUTILS DE SERRAGE**



**BEARINGS
CLAMPING & TOOL-
HOLDERS**

SCHAUBLIN SA
is a company based in
Delémont, Switzerland,
a subsidiary of RBC
BEARINGS which
includes more than 30
companies worldwide

Rejoignez-nous...

...une réelle opportunité pour vous!

Join us...

...a real opportunity for you!

RBC Bearings is a well known international manufacturer and marketer of highly engineered precision plain, roller and ball bearings. We have been providing bearing solutions to our customers since 1919. Over the past ten years, under the leadership of our current management team, RBC Bearings has significantly broadened our end markets, products, customer base and geographic reach. We currently have 31 facilities, of which 28 are manufacturing facilities in five countries. Our selling efforts are supported by a global network of sales engineers, distributors and authorized agents.

Schaublin SA as the European Headquarters of RBC Bearings, is looking to strengthen its Sales force in Germany, Eastern and Northern European countries to further develop its Industrial business. Therefore, we are looking for a :

Senior Sales Account Manager

Core responsabilites:

- Increase Sales of RBC Bearings Industrial products by further developing and managing with excellence the customer base in Germany, and in Eastern and Northern European Countries while identify new markets and application opportunities in the territory and convert them into viable sales orders. Industrial segments include, Railway, Military, General Industry, and Distribution
- Develop extensive knowledge of RBC Bearings products, applications, strategic and focused objectives
- Develop superior customer relationship calling at accounts frequently and effectively, bringing value to the customer enabling RBC to gain competitive advantage for RBC products
- Maintain key information on our customer's organizations, their decision makers, their company' goal
- Participate with management in developing strategic and tactical objectives for the business by customer account in order to meet and surpass sales plan objectives
- Contribute to LTA negotiations from a commercial position as well as from a terms and conditions standpoint, both externally and internally, and maintain current business contracted
- Assess each business situation from all competitive aspects. Define problems, collect data, establish facts, and draw conclusions to help secure RBC's position
- Provide a high level of customer service to the account base through detailed communication and coordination between the customer's and the RBC's management team and manufacturing sites
- Draft useful written summaries on the customers on a regular basis, to keep RBC sales management, product management, and executive management informed on all account activities and developments. These will have to be maintained accurately and up-to date to RBC expectations
- Maintain a close working relationship with the RBC Divisions and other sales engineers in the company
- Comply with company policies regarding sales forecasting, expense reporting, call planning, call reports, and corporate ethics

Core requirements:

- German speaking, fluent in English expression, spoken and written
- Other Eastern European languages, very nice to have
- Engineering and business degrees required
- Experience on bearing applications, very nice to have
- European industrial OEM market, a must, Distribution, very nice to have
- Organized and disciplined with RBC Bearings organizational requirements
- Be able to travel within the territory 4 days per week, and sometimes outside of the territory as required
- Excellent communication skills and personal presentation
- Ideally based in Germany

If you are interested to join a strong team, please send your resume to : rh@schaublin.ch