

The renowned Swiss market leader with several production sites in Europe develops, produces, and distributes state of the art products made of Fiber Cement. The Swisspearl® brand enjoys a high reputation among leading architects around the globe, standing for innovative solutions, great service, and high customer value for high profile buildings.

The Regional Manufacture Sales Rep. part of our business in the United States and Canada is seeking a highly motivated and self-driven US citizen or Green Card Holder who is ready to ensure a high level of support to our distributors, outstanding representation to architects and developers, support Country Manager and Technical Manager, and close collaboration with our Swisspearl® HQ in Switzerland.

In your function as

Regional Manufacturer Sales Representative

You will be part of our export team and will report directly to our Country Manager in North America. The job holder will work from a home office in the East Coast area. 50% service areas are Rustbelt and East Coast. Some national and limited international travel.

Your major tasks

- Coordinate and respond to sales leads from different sources, Email, Phone, Online, etc...
- Direct development of projects with architects, developers, and distributors
- Supporting Distributors Sales Reps
- Manage samples, information requests from distributors, architects, etc...
- Assist with tradeshow east Coast and some national ones
- Collaborate closely with HQ in Switzerland
- Assist distributors with project search and analytics
- Assist Country Manager with new projects such as key accounts, international jobs, etc...

Your profile

- Ability to handle multiple tasks simultaneously in a fast paced environment
- Architectural sales experience preferred
- Strong verbal and written communication skills
- German would be a plus
- Self-starter, hands-on personality with drive to multitask and serve our clients' needs
- Open minded, friendly personality, fun to work with
- Excellent coaching and negotiation skills, natural authority
- Minimum 2 years office, sale, marketing, customer service experience, preferably within construction/material industry
- Intermediate level of proficiency with Microsoft Excel, Word, PowerPoint, Outlook
- Valid Driver's Licence
- Date of entry: ASAP

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Member of the
Swisspearl Group

Our offer

A great opportunity for an open minded persona, providing a high level of responsibility and independence. A success driven and team oriented business environment, as well as attractive employment conditions are completing our offer.

Please send your complete documentation to harry.harisberger@swisspearl.com

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