

Over the past 10 years, digitisation has offered significant and undeniable benefits to electrical substations such as increased reliability, cost-effectiveness, and predictability. Sharing the same vision of serving the digitising market, Condis SA and Elvexys SA joined forces in 2021 to become a major actor in the field of network digitalization, under the name of CONDIS Group.

Together we offer the most customised, extensive, and technologically advanced solutions to any grid player ready to initiate the transition towards fully automated infrastructures. Benefiting from an IEC 61850 protocol expertise, a deep understanding of the opportunities and challenges of digitisation, as well as a proven expertise in engineering, manufacturing, data management and intelligent devices for both primary and secondary equipment, we are the right place for anyone whose ambition is to actively contribute to the evolution of the electrical grid.

For our **Elvexys' Sales team**, located in Rossens (FR) Switzerland, we are looking for a

SALES REPRESENTATIVE

As a Sales Representative, you will be responsible for providing complete and appropriate solutions to every customer in order to boost top-line revenue growth, customer acquisition levels and profitability. You will have to lead the identification, development and pursuit of current and new markets where CONDIS Group products/solutions will be of added value and achieve sales/orders in line with the global Sales strategy.

Main Responsibilities:

- Implement effective sales strategies to maximise the company's profitability
- Promote the group's portfolio to target prospects and markets
- Participate in the development of the commercial strategy including pricing strategies for products and services based on the competition, target market, and other factors in collaboration with the sales and management team
- Manage and monitor sales operations; Present and propose the products and services of CONDIS Group
- Ensure timely delivery of products to customers and make sure they meet their needs
- Identify and acquire new customers
- Build and develop long-lasting relationships with existing and potential customers
- Negotiate commercial contracts such as sales contracts, license contracts, service contracts
- Participate in the development of marketing campaigns to increase brand recognition
- Provide regular feedback to the upper management on product development, customer satisfaction/needs, and other details in order to orientate the developments and investments
- Carry out sales forecasts and set up KPIs to monitor sales performance and anticipate market trends
- Ensure a market intelligence of competitors; Study sales metrics and market trends to adapt or modify sales strategies accordingly
- Support project managers in the financial management of projects and in commercial negotiations
- Participate in commercial events (tradeshows)
- Travel as needed to achieve targets

Requirements:

- ✓ **You have a technical education – field Computer Science (CS) / Electrical engineering (EIE) / Energy and environment (EnEn) / electricity transmission and distribution network or equivalent qualification.**
- ✓ A minimum of 3 years experience in Sales
- ✓ **Fluent in English**, French, German and other language an asset
- ✓ Knowledge in Substation Automation System (SAS), IEC 61850 Standard and Grid Monitoring an asset
- ✓ Technical skills in telecoms and IoT enabling effective customer support an asset
- ✓ Creative negotiator with ability to solve complex situations and find win-win solutions
- ✓ Confidence and strong self-assuredness to succeed and making a sale
- ✓ Excellent interpersonal and communication skills with ability to build a network and establish a strong collaboration and constant dialogue across business functions and countries
- ✓ Excellent business understanding
- ✓ Customer first shared value - Customer service skills to listen to the concerns of a customer and be able to address their needs
- ✓ Reliable and able to work in a multi-cultural environment
- ✓ Team player, can-do, positive and proactive attitude
- ✓ **Willingness to travel up to 50% of the time**

If you want to join an innovative - growing - international – fast-paced company,
please send your resume to hr@condis.ch