



SPINETIX™

N°1 IN DIGITAL SIGNAGE SOLUTIONS

SpinetiX is a Swiss company, leader in the international market, for digital signage solutions. We have been innovating for more than 15 years to offer our customers state-of-the-art technology that contributes to their success. Designed in Switzerland, our solutions enable companies around the world to reach their full potential thanks to digital signage technology.

REGIONAL SALES MANAGER

We are looking for a new Regional Sales Manager to strengthen our team in the DACH region. This is a new position in Lausanne region or from home if you are in a German speaking area.

YOUR MISSIONS:

- Manage and grow the reliable reseller's business we have in the region (B2B)
- Grow project pipeline in collaboration with resellers
- Quality opportunities, requirements, and business priorities
- Execute lead generation strategies and business development
- Prepare quotations and answers to RFQ when needed
- Conduct customer demonstrations and product walk-through as needed
- Weekly report on regional sales results and perspectives
- Proceed with a regular and structured prospection of non-active resellers and new resellers

YOUR BACKGROUND:

- Great sales and communication skills. Ability to take a deal from Lead to closed Won.
- Fluent in German and English. French is a plus
- Comfortable interacting with technical customers as well as end-user communication teams
- 3-year consultative sales experience with emphasis on products and solutions
- Previous experience in the IT or AV integration industry
- A background in digital signage, digital screens, building automation or SaaS is a plus
- Experience in working with a CRM (MS Dynamics is a plus), MS Office and video conferences

WHAT SPINETIX OFFERS:

- A 100% permanent position with motivating work environment and conditions
- An international, dynamic, flexible, and innovative work environment
- An experience in a fast-growing market at the heart of digital technologies & communication
- A varied position allowing you to use your skills and develop new ones

For more information about our company, we invite you to visit our website: spinetix.com and we look forward to receiving your application by email: jobs@spinetix.com