

## About Valtronic Technologies:

We innovate and manufacture miniaturized and high-precision complex products for our worldwide medical device partners. Our Customers are leading suppliers of active implants, medical-grade wearables as well as medical and portable medical equipment. Our activities also cover advanced industrial assemblies, another field where our expertise and sense for innovation are appreciated the world over. For over thirty-five years, we have helped hundreds of companies develop and produce Class I, II & III medical devices as well as advanced miniaturized electronic assemblies. Our company spreads over three continents with design, development, industrialization and manufacturing sites in Switzerland (headquarters), Morocco and United States and employs more than 350 employees worldwide.

We are currently looking for an **Account Manager**, based at our Headquarters in Les Charbonnières (Switzerland).

## Essential Responsibilities:

The main responsibility is to maintain and grow the sales of products that are in the industrialization and manufacturing stage. The Account Manager is the main interface between the customer and Operations at Valtronic, but also interfaces with other departments in relation with the customer's program. The candidate understands the customer's needs and demands, addresses them and generates sales for the company as a result.

In more detail, responsibilities include, but are not limited to:

- Manage the commercial & operational relationship with the customer on a daily basis
  - by coordinating the answers to all customer requests
  - by establishing budgets with the customer and obtain customer forecasts proactively
  - by obtaining customer PO on time (taking into account lead times & supply chain constraints)
  - by establishing and understanding any contractual obligations between Valtronic and the Customer
- Manage all commercial aspects of projects in the industrialization phase
  - by building up quotes update
  - by participating to supply and quality agreements
- Perform all back-office administrative work as control purchase order vs. forecast & quote; record the order entry into SAP; generate order confirmation; update the S&OP sales data
- Resolve customer commercial complaints by investigating problems; developing solutions; preparing reports; making recommendations to management
- Interact and coordinate with Operations, Finance, Quality, R&D and Sales
- Identify new sales opportunities within existing accounts and ensure that the lead is passed to the sales team
- No travel activity requested

## The Candidate profile must have the following 5 points:

1. At least, Bachelor's Degree in Logistics or advanced sales administration. An added technical degree is a plus
2. Minimum 3 years' experience as an Account Manager in a B2B environment
3. Understanding of manufacturing processes, planning and capabilities
4. Fluency in English and French is essential. German is a plus
5. Excellent communicator, organizational skills, pragmatic, rigorous and results oriented

## We offer :

- The chance to evolve in a midsize company at the service of the patient

**Entry:** Immediately or to be defined

**Interested?** Do not hesitate to send your CV to: [rhinfo@valtronic.com](mailto:rhinfo@valtronic.com)