



Business Development & Sales Manager

«World's most precise coating dies» – Driven by Swiss pioneering spirit, we have been leading the development and manufacturing of pre-metered coating dies for more than 60 years.

Our products are used worldwide across a wide range of industries, including paper coating, converting, and electronics. Headquartered in Murgenthal, Switzerland, we employ approximately 30 people and serve customers around the globe.

Your Responsibilities

- Drive systematic and proactive business development in the field of coating systems
- Identify and acquire new customers while developing untapped market potential
- Independently manage and expand key customer accounts
- Evaluate customer inquiries from both a technical and commercial perspective and assess project feasibility
- Develop innovative, customer-specific solutions in close collaboration with engineering, production, and other internal departments
- Build, maintain, and strengthen long-term customer relationships
- Identify and develop new markets, applications, and business opportunities
- Monitor market, technology, and competitive developments and translate insights into business opportunities
- Analyze market, customer, and product requirements to support strategic decision-making
- Contribute to product management activities and the continuous development of the product portfolio
- Support the creation and optimization of marketing and sales materials
- Organize and participate in trade fairs, exhibitions, and customer events
- Prepare, negotiate, and follow up on quotations and commercial proposals
- Manage and support the international sales agent network regarding sales development, technology transfer, and customer service
- Take ownership of agreed revenue and sales targets within assigned markets and customer segments
- Travel internationally, primarily within Europe, Asia, and North America, and to other regions as required
- Support the management team in the strategic and operational development of the company

Your Qualifications

- Bachelor's or Master's degree in Mechanical Engineering or comparable technical education
- Proven experience in international sales of capital equipment or industrial machinery
- Demonstrated track record in business development and customer acquisition
- Strong technical understanding and ability to discuss complex solutions with customers
- Excellent communication, presentation, negotiation, and closing skills
- Proactive, results-oriented, and entrepreneurial mindset
- Independent working style combined with a collaborative team attitude
- Fluent in German and English, both written and spoken
- Willingness to travel internationally up to approximately 50% of the time
- High level of reliability, resilience, and personal initiative

What We Offer

- A challenging and diverse role with significant autonomy and responsibility
- The opportunity to shape the future growth of an internationally active technology company
- A motivated, dynamic, and highly skilled team
- Short decision-making processes and flat organizational structures
- Direct collaboration with the executive management team
- Attractive employment conditions and flexible working hours
- International customer exposure and exciting business travel opportunities
- Traditional company events and a collegial working atmosphere

Have We Sparked Your Interest?

We look forward to receiving your application.

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