

Head of Sales International

For more than 90 years, INTEGRA Metering has been developing and producing high quality water and thermal energy meters worldwide. Indeed the company has a rich cultural background with offices in Switzerland, France, Germany, Dubai, Singapore and sales representatives all around the world.

With a complete portfolio of solutions, INTEGRA Metering is a partner of choice for water and thermal energy suppliers, public utilities, property management companies, and building operators.

Today, the company increasingly develops IoT systems for smart metering and smart cities. The purpose is to provide its customers and business partners with the necessary data to manage resources, anticipate the growing demand, optimize costs, and be part of a sustainable future in energy and water use.

To reinforce our team we are looking for a Head of Sales International

In this position, you will be the leader of international sales, for the INTEGRA Metering Group. We are looking for an ambitious and passionate professional, who is willing to build and develop the sales team in order to grow our top line.

› Your responsibilities

- › Develop, formalize and execute the sales strategy and go to market plans
- › Systemize the sales approach (funnel management, CRM, business case, project execution, post-sales)
- › Lead and manage the international sales teams, e.g. in France, UAE and Singapore
- › Establish solid processes for an efficient customer-to-customer cycle
- › Identify large tenders and apply strategies to win these opportunities
- › Establish and manage key partners in the target markets
- › Analyse market needs and competitive situation to conclude tactics to capture market share

› Your qualifications

- › Bachelor- or Master degree in business and knowledge in technology (solutions, communication)
- › Experience with utility customers in selling metering solutions or in an adjacent business
- › Sales leadership experience and skills
- › Proficient in using sales tools (market assessment, business models, strategic/multi-level selling, CRM, etc.)
- › You are a collaborative team-player with strong customer focus and communication skills

› Languages

- › Proficient in English
- › German and French a plus

› We offer

A challenging core position within our company in an exciting and familiar working environment. We support and encourage our employees individually and offer high flexibility at work.

› Interested?

Are you interested? Please send us your complete application documents via e-mail to: globalhr@integra-metering.com