



The ROSTA Group ([www.rosta.com](http://www.rosta.com)) is the leading manufacturer of torsional rubber spring elements, with subsidiaries in six countries and over thirty distribution partners around the world. A wide variety of industries benefit from ROSTA components since 1944.

For the implementation of the Group's global growth strategy, we are looking for a new

## Key Account Manager (m/f)

### Your challenges

- Responsible for the development and expansion of international key customers
- Explores the requirements and sourcing strategies of each key account
- Development of new business areas and applications with customers
- Creates the potential portfolio per key account
- Key role on all communication levels (customer - subsidiary - headquarters)
- Sets the budgets for all allocated accounts (budget responsibility)

### Your profile

- Commercial and / or technical education and advanced studies in key account or sales management
- You have a track record of several years in the international distribution of industrial goods, whereas at least five years in key account management
- You know the mechanisms of the various sales channels, in particular through sales partners as well as direct sales to different market segments
- Strong business orientation - sales is your passion
- You communicate on all level with ease
- You work structured, solution-oriented and efficient
- Integrative, open minded and performance oriented
- Excellent German and English skills, other languages are an additional asset
- Travelling approx. 40%

### You can expect

An interesting function where you daily can make full use of your sales and communication skills. The opportunity to participate in the further development of the group companies. Place of work is Hunzenschwil.

Are you ready for this challenge? Then please send us your complete application documents to Hanni Niedermann Human Resources [hanni.niedermann@rosta.com](mailto:hanni.niedermann@rosta.com).

For further information, please contact Philippe Matter, Head of Sales and Marketing [philippe.matter@rosta.com](mailto:philippe.matter@rosta.com) +41 62 889 04 40 gladly at the disposal.