



Carglass® is the global and Swiss leader in auto glass repair, replacement and recalibration. The auto glass specialist makes the difference for customers who need help repairing their vehicles, either in a branch or at home. Carglass® is recognized as a "Best Employer" by Great Place to Work and its Quality Management System is certified by ISO 9001:2015.

We are currently looking for our Swiss market our new:

Sales Manager (m/f) at 100%

Primary Responsibilities and Accountabilities:

- Develop and implement actions to support the corporate strategy 'Become the natural choice' and the vision of the Belron Group ('Making a difference with real care')
- Act as a business partner, inspiring partners (key accounts such as insurance companies and large fleet customers) to implement joint steering initiatives with the aim of a balanced and sustained partnership
- Annual price negotiations with partners
- Management and participation in insurance and large fleet customers' tenders
- Monthly planning and monitoring of the sales budget and identification of actions to achieve it
- Project management and involvement of Marketing, Customer Care, Operations, Finance, Quality and IT departments for the implementation and follow-up of actions and processes with partners as well as the optimization of internal work of the departments
- Organize and/or participate in promotional events (sales and demonstrations)
- Lead and motivate a sales representative
- Communication with Belron® Sales and participation in international meetings
- This role requires regular business travels in Switzerland (Swiss German part mainly) and to the Head office in Signy (approx. 3 days/week in total)

Your Profile:

- You hold a bachelor or a high school degree and have already min. 5 years' experience in the commercial business (B2B and B2C). A previous experience in Sales Management is also required.
- An experience in the automotive industry or in the insurance industry would be welcome
- You already have several years' experience in team management
- You have excellent communication and negotiation skills
- You are pragmatic, organized and service oriented
- You are a team player and possess very good inter-personal skills
- You can work in French, German and English (Swiss German and/or Italian are a plus)

We offer a professional onboarding to your new role, an exciting job experience in a motivated team, very good employment conditions as well as a pleasant workplace in a company for which service quality and highly engaged employees are key priorities. We also offer the possibility to work from home up to 2 days per week.

Interested? We look forward to receiving your application! Please send your application documents with the subject "Sales Manager" to job@carglass.ch or to the following address:

Carglass Suisse S.A.
Human Resources
Rue des Fléchères - CP 254
1274 Signy-Centre

