

As an **owner-managed Swiss family company** with a history spanning more than 90 years, Printcolor produces printing inks of the highest standard. Around 80 employees across three locations are hard at work for our customers, guided by the values of quality, agility, trust, diligence and humanity. Every day, we develop and produce tailored solutions and high-quality products in proven Swiss quality. Our worldwide sales partners and our sales companies in Germany and Asia support us in our marketing activities.

We are currently on the lookout for a sales manager to **complement** our sales team, to start either immediately or by agreement:

Sales Manager international

As a Sales Manager at Printcolor you will represent our company with plenty of drive, commitment and your **international sales experience**. You will keep your eyes and ears open and will be able to identify and exploit exciting topics with customers and sales partners. You have a passion for technical complexities and want to understand how our products work. You therefore find it easy to provide competent advice and to identify and implement new sales opportunities for our printing inks and varnishes developed and produced in Switzerland.

Your **everyday work** will be **extremely varied**, regardless of whether you're working at our office, from home or on business trips. In particular, you will be responsible for providing technical and commercial support to existing and new customers, identifying growth opportunities and potential for further development in your sales area, creating and implementing individual sales strategies, and also managing selected key accounts. In addition, you will represent us at events and trade fairs.

Our Global Sales Director and your three sales colleagues are looking forward to meeting their next team member.

Applicants should possess the following:

- › International B2B sales experience (consumables or capital goods)
- › **Familiarity** with the **printing industry** (preferably screen or pad printing)
- › A completed commercial apprenticeship and/or further education/studies in **printing technology**
- › **Fluent business English**
- › A knowledge of German, Spanish or other foreign languages would be advantageous

As part of the Printcolor team, you will help us to:

- › further expand our achievements
- › get things done in a company with an SME spirit and an international focus
- › celebrate successes together and work through failures as a team in a solution-oriented manner
- › use short decision-making processes and communicate transparently
- › pull together and work closely together
- › In addition, you will actively contribute the expertise you bring onboard to our processes

What we offer:

- › A workload of 0.8–1.0 FTE (1.0 preferred)
- › Responsibility for a highly varied range of tasks with plenty of freedom in an international B2B environment
- › Travel, visits to trade fairs
- › Structured onboarding
- › Option to work from home
- › A good mix of employees in terms of age, professions, etc., with flat hierarchies
- › A very informal working culture
- › A corporate culture defined by friendly and often humorous interaction.

Application documents, further information:

Send your full dossier including photo, salary expectations and possible availability to Printcolor AG, Cornelia Stalder, bewerbungen@printcolor.ch. You'll find plenty of information about us on our website www.printcolor.ch. We look forward to hearing from you.