



# be part of our universe

We are a leading industrial company in the field of metal processing. Our modular furniture systems enjoy a unique reputation worldwide, stand for timeless design and vouch for the highest quality and functionality. 260 highly motivated employees at the Münsingen site - around 500 employees around the world - contribute to the satisfaction of our customers and to the success of USM with their distinctive quality thinking and actions.

We are looking for you as

## Area Sales Manager Poland and Eastern Europe

100%

*«For me, it is a privilege to work at USM. Social competence is lived and cultivated, and there is a pleasant, companionable working atmosphere. Working independently and being responsible for achieving the goals set is challenging and simply fun.»*

Walter Portmann  
Sales Manager

Sandra Röthlisberger, Head of HR, is looking forward to receiving your complete application documents.

USM U. Schärer Söhne AG  
Thunstrasse 55, CH-3110 Münsingen  
jobs.ch@usm.com / www.usm.com

### Your field of activity

- Supporting the sales partner to reach their defined budget
- Assist local sales partners ensuring a trusting, long-term partnership
- Setting up and maintaining an extensive network in the region
- Expertly advising our sales partners, architects, interior designers and end customers
- Support the sales partners organizing sales activities
- Promote marketing concepts at the POS
- Mediating between customers and partners
- Representing our company, products and the USM brand in a cogent and compelling manner
- Participating in trade fairs
- Maintaining the CRM system (Sales Force)
- Analyzing market trends

### Your profile

- Resident in Poland
- Technical or commercial education
- Further higher-level training in sales and/or marketing
- Qualified sales professional with several years of hands-on experience in a similar role
- Experience in the design furniture industry would be advantageous
- Polish as native language
- Very good English skills, any further languages (German, French) would be beneficial
- Strong acquisition and negotiation skills
- Strong consulting skills
- Willing to travel frequently throughout the market region
- Professional appearance
- Confident and cogent communication at all levels
- Highly motivated with excellent powers of persuasion
- Outstanding commitment and initiative
- Entrepreneurial mindset
- Perseverance and persistence

### Our offer

- International environment
- Likeable and coordinated team
- Pleasant working atmosphere
- Attractive terms of employment
- [Modern infrastructure at headquarters in Münsingen \(Switzerland\)](#)

### Contact info

Become part of the team that makes USM products so unique!

Michele Cardone, Sales Director Export Markets (Tel. +41 31 720 73 20) will gladly answer any questions regarding this interesting job.