



# 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 Benelux

100%

passionate, persistent, emphatic

*«Being part of the USM Family is such a honor. The Company's great values are handed on by the people and by the facts.*

*The environment working is extremely professional and respectful, and all the colleagues are always very collaborative.*

*Daily work is always full of new opportunities and new challenges characterized by a high professional level.*

*The uniqueness of USM products makes everything even more pleasant.»*

Dario Caspani  
Country Manager Italy

The HR Team is looking forward to receiving your complete application documents.

USM U. Schärer Söhne AG  
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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 Benelux
- 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
- Dutch as native language
- Very good French and English skills, German would be beneficial
- Strong acquisition, negotiation and 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!

Maarten Marres, Country Manager Netherlands and Belgium (Tel. +32 478 92 43 30) will gladly answer any questions regarding this interesting job.