

INTAMIN

Intamin is a world-leading manufacturer of amusement and theme park attractions with a proud history built since 1967. Our product portfolio boasts the widest range of rides in our industry. We are known for roller coasters, water and freefall rides as well as observation towers, round rides and many others. Since the beginning, we have been pioneers in our industry: We have and still develop highly innovative and cutting-edge rides as well as technologies for our worldwide clients and hold countless world records for our achievements.

Every day, we work for the smile on people's faces, the thrill and joy of their experience and to push the boundaries of what's possible between man and machine. We create, engineer, manufacture, install, test, deliver and service all systems ourselves and every person in our organization has a key role in the process. We live our strong passion: You dream it, We build it - They love it.

To strengthen our sales team in **Schaan (Liechtenstein)**, we are looking for a

Sales / Business Development Manager 100%(M/F/D)

YOUR ROLE

As a Sales/Business Development Manager you will at first get to know our company, products, activities and the markets we are actively working in by assisting and supporting the sales team in generating new leads, following up on existing inquiries, negotiating technical and commercial terms, concluding deals, handing over projects to execution teams and following-up on the customer relation throughout and beyond completion. The duration of this first phase is of course dependent on your level of relevant experience. As knowledge and experience progress together with deepening relations within the organisation and with customers, individual leads and entire sales areas will be part of your responsibilities.

RESPONSIBILITIES

- Support, customer care and acquisition as well as the further development of (defined) customer accounts.
- Prepare sales presentations.
- Collaborate in the preparation of sales proposals and tender bids.
- Close cooperation in sales-related matters with various departments and / or the supply chain.
- Manage customer and sales data in the CRM system.

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WHAT DO YOU NEED FOR THIS ROLE?

- Charismatic nature with a good sense of understanding counterparts needs and demonstrated ability to develop engaged customer relationships. Strong customer orientation with an open and dynamic personality is a must.
- Top communication skills - verbally/writing in the English language with a persuasive nature. German (in particular) and any other language is an advantage.
- A passion for and/or some basic knowledge of the theme park industry.
- Affinity for technical and high-quality products.
- Quick in learning/understanding the technical principles of our products and services offered.
- Ability to thrive both independently and in a team environment.
- Some years of sales experience, allowing you to establish the needed strategies in the best interest of the company and the customers to close deals.
- Ideally commercial / technical BSc or MSc degree or demonstrated similar level of knowledge of mechanical engineering.
- Willingness to travel extensively as/if it might be required to fulfil our customers' needs.
- FL/CH/EWR/EU nationality or residency permit within EU/CH.

You will have the freedom to develop yourself and maintain a lively exchange with internal and external contacts.

WHAT DO WE OFFER?

We offer a unique place to work in one of the most exciting and fun industries in the world. As a mid-sized, family-owned company, we offer a high degree of job responsibility with short decision-making times in a highly diverse, global, and multi-cultural environment. We provide a competitive salary and good development opportunities working with a very talented and dynamic team who have brought the company to where it is today.

We value and organize regular team events and team activities and provide an internal education program for individual development. Our working time model is a flextime working system. We are located in the beautiful mountainous Rhine valley boasting with amazing opportunities for outdoor recreational activities in the mountains and surrounding lakes.

Learn more about Intamin: <https://www.intamin.com/company/about-us/>

Learn more about our products: <https://www.intamin.com/products/>

YOU WANT TO GET ON THIS RIDE WITH US?

We look forward to receiving your complete and informative application including CV and letter of motivation, relevant references and salary expectations to HR@intamin.com

