

JESA S.A. IN VILLARS-SUR-GLÂNE (SWITZERLAND), A MEMBER OF THE POLYGENA GROUP,  
IS AN INDUSTRIAL COMPANY ACTIVE FOR 50 YEARS IN THE FIELD  
OF PRECISION BALL BEARINGS AND PLASTIC INJECTION MOULDING.  
WITH A STAFF OF ALMOST 250 EMPLOYEES, OUR GROUP OFFERS INNOVATIVE PRODUCTS SPECIALLY  
DEVELOPED FOR OUR CUSTOMERS FROM MODERN PRODUCTION SITES IN SWITZERLAND AND CHINA.

TO DEVELOP OUR ACTIVITIES AND EXECUTE OUR GROWTH STRATEGY, WE ARE LOOKING FOR A :

**Area Sales Manager (M/F)**  
**Based in Switzerland, Villars-sur-Glâne**  
**Full time - Entry date to be agreed**

**Reporting directly to the Sales & Marketing Director, your main tasks will consist in :**

- Representing our company's products and solutions
- Be responsible to achieve the defined sales target
- Developing a sales strategy specific to customer needs and proposing innovative solutions (technical and commercial)
- Expand market share within a defined set of key accounts and/or territories by:
  - Analysing markets and competitors' positions
  - Following up on existing customers with the aim of building customer loyalty and developing business
  - Visiting new prospects, promoting our products and generate new opportunities
  - Launching targeted sales campaigns to boost lead generation and strengthen market positioning
- Craft and execute winning strategies to capture new business and lock in long-term partnerships
- Ensuring close collaboration with the engineering department in defining customer requirements from a technical point of view
- Responsible for the entire sales process from lead generation till customer order
- Actively work with the Customer Relationship Management (CRM) system

**Your profile :**

- 5+ years of B2B front-line sales experience, with at least 3 years in capital or investment goods for industrial clients.
- Strong hunter mindset: top-notch negotiation, deal-closing, and long-cycle sales execution skills.
- Ready to travel up to 60% across Europe as needed.
- Fluent English required; French, Spanish, or German a plus.
- A solution-driven, hands-on team player who gets things done.

**We offer you :**

- A work environment based on empowerment and solution finding
- A corporate culture that fosters cohesion and team spirit
- Remote work possible

Join us and participate in the success of our company by bringing your skills and qualities.

Send your complete application **in ENGLISH**, by electronic mail to : [hr@jesa.com](mailto:hr@jesa.com)