

Bibliotheca RFID Library Systems AG is a specialist in the development and international marketing of the proprietary BiblioChip® RFID-hard- and software. BiblioChip® enables the automatical rent and return of media and acts as an high-class theft security. As market leader in Europe, the Swiss company with headquarters in Cham is the number two in the worldwide market within the range of providers of this trend-setting RFID-solutions for libraries.

To support our team in Feasterville, USA, we are looking for a

Sales Manager (m/f)

Your tasks:

- Setup and extension of sustainable project business with BiblioChip solutions within the libraries environment in a assigned market-area
- Ensure the sales targets (turnover and contribution margin) in the assigned market-area
- Achieving the growth targets according to the business plan and market growth
- Establish and extension of the brand Bibliotheca RFID and the BiblioChip solutions
- Market analysis (Potential- and competitor analysis)
- Positioning of new products
- Setup and care of personal contacts on decision levels
- You are responsible for the active consulting, support and development of libraries
- You work out tailor-made quotations and succeed in finalizing the contract negotiations
- You supervise large projects from their early indications until the successful implementation
- You represent Bibliotheca at trade fairs, presentations and other events
- You support the management in the conception und design of marketing material, product documentation, brochures and newsletters

Your profile:

- You have a commercial or librarian education and ideally have experience in the distribution and marketing of products which need explanation
- You are sales driven and persistent. The setup of long-term business relationships with libraries and partners suits your personality well.
- You work with high personal commitment; you are goal-focussed and success-oriented.
- You have very good skills of MS-Office applications and sales-tools (e.g. Project-management tools, Salesforce.com) and you are familiar with managerial topics.

Your personnel attributes:

- high grade of autonomy
- social competence
- entrepreneurial minded
- resilient
- performance oriented
- confident in business discussions
- communicative

We offer you a highly motivated team, interesting challenges and stable perspectives for the future in an expanding company.

Interested? We are looking forward to receive your application.

Bibliotheca RFID Library Systems AG

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