

We, Pixy AG, rank among the leading manufacturers of visualization solutions for the railway industry. Specifically, we develop high-quality devices and software for train monitoring and diagnostics as well as video systems based on the latest technological standards. Our applications stand out due to the fact that they run reliably and are 100% operational even under harsh environmental conditions.

To further foster this market leading position, a well-qualified and dynamic team looks for a

Sales Manager (m/f)

new accounts China

Your **task profile** is best described by following main points:

- defines the best suited go-to market approach to maximize the profitability in the assigned market segment
- executes the sales strategy and develops his market segment
- recognizes the customer needs and initiates new product ideas
- drives contract-negotiations and prepares the required documents
- ensures a strong mutual cooperation with engineering
- your working place will be Pixy Shanghai

As **basic requirements** to fulfil this challenging and influential position we consider below mentioned criteria key to a sustainable performance:

- Engineering and/or Commercial degree
- preferably several years of sales experience in the railway industry, with train operators and/or metro companies
- natural leadership and drive to take over responsibility
- technical skills and experience from working closely with customers is highly valued.
- strong communication and presentation skills
- flexibility to travel and working in a multi-cultural environment
- fluency in Chinese and English, other languages are positive valued

We appreciate receiving your complete application via e-mail.

Please address all mail to: constance.keller@pixy.ch, [Tel:+41 56 200 03 12](tel:+41562000312)

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