

About MPS

MPS belongs to Faulhaber Group, a German family-owned company. Headquartered in Biel/Bienne, Switzerland and employing more than 400 people, MPS is an expert in designing and manufacturing tailor-made electromechanical microsystems that stand out for their reliability, high precision and small size. MPS is a growing and cash-generating company. Eager to develop our business in the thriving American market, we are opening offices in Boston, MA.

We are looking for a mechanical engineer with specific training and/or experience in sales & marketing for the position of:

SALES MANAGER

Tasks

Your main tasks will include:

- Representing the MPS brand across North America
- Acquiring new customers and identifying customer needs
- Identifying relevant projects for MPS
- Working out commercial proposals together with the technical team
- Presenting proposals to customers and preparing contracts
- Reaching targeted sales numbers
- Participate actively in trade shows, conferences and congresses
- Participate actively in the establishment of budgets and forecasts
- Providing necessary inputs for the establishment and refinement of the strategy in the U.S. market
- Document market developments and perform market assessments
- Work out visit reports

Profile

Ideally, you have knowledge in optics & photonics, automation and/or medical devices. Furthermore, you already have some experience in project sales and project management.

You have an excellent and convincing way to communicate, are capable of building trustful customer relationships and stand out as a great networker. We are looking for a business developer capable of starting from scratch and scaling rapidly. Enthusiasm for high-tech solutions, technical knowledge in microsystems and proven success in selling complex products are also required. Professionalism, team and result-oriented mindset and credibility are expected.

This position requires a high willingness to travel (60%). Travel will mostly be in North America and Switzerland. The person must be a U.S. citizen or be a green card holder. Skills in French are appreciated but not required.

Benefits of working for MPS

At MPS, you will enjoy great autonomy and freedom in the way you structure your work. The company is known for its open-mindedness and pleasant work atmosphere. Furthermore, we attach great importance to our principles of Corporate Social Responsibility in order to ensure a sustainable future for the company and our employees.

Send your application to: Greg Bagnoud, CEO, MPS USA Inc., gregoire.bagnoud@mpsag.com