



Traco Power is a leading international supplier of power supplies for industrial applications and employs around 130 people in Switzerland, the USA, Germany, Ireland and France. Our products are primarily used in demanding industrial applications, in medical technology and in the transportation/rail transport sector.

A clear corporate strategy, technically and qualitatively superior products, long-standing, satisfied employees and a well-developed, global distribution network secure us a strong market position.

In this **newly created, strategic key position** we are looking for a

Technical Business Development Manager 80-100%

Reporting to: Chief Executive Officer (CEO, Managing Director)

Office: Possibilities are Paris/France, San Jose, California/USA and/or Remote



What you will be doing

- Identification of new market segments and analysis of precise technical and commercial customer and application requirements
- Derivation of suitable strategies (product portfolio, sales channels, development of USPs, etc.) and their implementation for the successful and sustainable penetration of market segments
- Identification of cross- and upselling potentials, as well as the development and implementation of strategies for their sustainable realization
- Continuous market monitoring to identify technology and market trends, customer requirements, and resulting growth opportunities
- Close collaboration with management and key departments, particularly Sales, R&D, and Product Management

What you bring to the job

- A university degree in electronics or electrical engineering
- Several years of experience as a technically focused Business Development Manager with manufacturers or management consultancies in the B2B electronics industry
- Expertise to understand the challenges and problems of electronics developers in product development and the use of electronic components and to derive business opportunities from them
- You have already celebrated successes from the creation and realization to the implementation of strategies
- You also have an analytical and innovative personality, are conceptually strong and enjoy implementation
- Willingness to travel, mainly in Europe (approx. 25-30%)
- Advanced English knowledge, French or German is a benefit

What we offer (benefits from HQ Switzerland):

A secure, long-term and varied position with up to 2 days of remote work.

- Flexible working hours, 40-hour working week
- Free parking for all employees
- At least 5 weeks' vacation
- Fitness room
- Spacious, modern working environment
- Bistro with garden terrace and barbecue

Does that sound exciting to you? You can look forward to an inspiring working atmosphere and a collegial team.



Your application is very welcome. Send us your complete application documents to bewerbungen@tracopower.com
Simona Carpinelli will be happy to provide you with further information.