

# Hänggi

We are a leading company in **Stamping Technology!** The knowledge and experience of our employees as well as the integration into the global Barnes Group make us an attractive employer. As a solid and traditional as well international company, located in **Bettlach** (Switzerland), we are looking for a:

## Business Development Manager (m/f)

### Your essential Duties and Responsibilities:

- Responsible for development and generation/identification of new business opportunities
- Drive global efforts to identify significant opportunities
- Identify and recommend to the senior leadership team new product, customer and market opportunities
- Coordinate with Sales Representatives contract negotiation and ensures handover
- Develop and deploy marketing and sales plans and programs
- Leverage internal and external contacts to exceed customer's expectation
- Assess needs, trends and growth opportunities globally

### Your Knowledge/Skills:

- Engineering degree (FH) or equivalent technical and business education
- Several years of experience in Technical Sales or Business Development
- Experience in stamping and forming technology
- Strong Leadership and problem solving skills
- Ability to create respectful relationships (internal and external)
- Time Management and excellent project-management skills
- Strong communication skills and convincing communication skills
- Willingness to travel up to 50%
- Good knowledge of MS Office
- Fluent German and English skills

**We´re looking forward to receive your application!** Please send your application (including CV in English and German) and information on possible start date and salary expectation to [jobs@hanggi.com](mailto:jobs@hanggi.com).

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