

SCHAUBLIN SA  
situé à Delémont en  
Suisse, est une filiale  
du groupe RBC  
BEARINGS lequel  
compte plus de 30  
entreprises dans le  
monde

ROTULES  
OUTILS DE SERRAGE



BEARINGS  
CLAMPING & TOOL-  
HOLDERS

SCHAUBLIN SA  
is a company based in  
Delémont, Switzerland,  
a subsidiary of RBC  
BEARINGS which  
includes more than 30  
companies worldwide

## Rejoignez-nous...

*...une réelle opportunité pour vous!*

## Join us...

*...a real opportunity for you!*

SCHAUBLIN SA is a designer producer of ball joints and systems Precision ball bearings for the aerospace, railway and industry applications. Schaublin is although historically a high quality collets and tool holder designer and producer.

In order to reinforce our team in Delémont, Schaublin is currently looking for a

# Business Development Manager

### Mission:

The mission is to further develop and growth profitably Schaublin SA Collets business in line with RBC Corporate objectives. The mission also includes to lead and organize a team towards strong achievements and close coordination with Operations, Finance, Quality and Engineering Managers to assist in the effective implementation of product line reviews and resolution of customer issues. Must maintain effective, collaborative working relationships with all members of the team and others across the Corporation.

### Objectives:

#### 1. Scope:

- Includes worldwide business activities
- Managing sales team based in Switzerland, China and USA
- Managing Product Manager
- Develops the metrics necessary to track and analyze the Collets and Tool holders marketplace

#### 2. Sales:

- Develop and meet the yearly Sales budget
- Meet the gross margin budget
- Meet the selling expense budget and control costs
- Manage and structure the customer base, either rationalisation or expansion
- Lead complex contract negotiations with sophisticated and demanding global customers
- Develop a strong sales team

#### 3. Business:

- Develop and implement a focused and profitable sales growth plan
- Select and prioritize projects to meet sales and profit objectives
- Monitor the effectiveness of projects implementation
- Develop, implement and monitor an effective product pricing structure
- Analyze any factors that affect or will affect business performance, predict possible outcomes and suggest remedial measures
- Develop and implement marketing tools to continuously improve Schaublin's image
- Continuously follow competitors activity and report to management significant events or changes
- Work with Operations to ensure the smooth transition of products into and out of the Schaublin's product offering

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### 4. Organization:

- Develop a strong and effective sales, customer service, and pricing organization to meet or exceed the customer requirements for service
- Make recommendation for improving and developing staff and resources
- Report on a monthly basis (OPS meetings) to management the business activity and on a quarterly basis a summary to include marketing general information and market and customers status report

### Requirements:

- Communicate with management team
- Report effectively

### Skills:

- Must be a team leader
- Must communicate and work well with all parts of the organization
- Must be a good problem solver
- Must have a creative thinking
- Must have a strong focus and drive to meet targets and objectives
- Must have a proactive attitude, suggest changes when necessary and implement the recommendations
- Must be able to challenge and motivate employees
- Must be able to develop people and build a strong team

This is a challenging and versatile position in which you will be part of a dynamic sales and technical team with the possibility to lead the solutions service portfolio. If you are interested in this exciting position, we are looking very much forward to receiving your complete application.

Your file will be handled with upmost confidentiality and discretion.