

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... Join us...

*...une réelle opportunité pour vous!*

*...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.

**SWISS TOOL SYSTEMS AG** is one of the leading suppliers for modular tool systems in the world.

In order to reinforce our team, Schaublin & Swiss Tools is currently looking for a

## Business Development Manager

### Mission:

The mission is to further develop and growth profitably collets & tool systems 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 Product Manager
- Develop the metrics necessary to track and analyze the market

#### 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 ramp up

#### 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 RBC'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 RBC'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 efficiently

**Skills:**

- Must be a true leader with top skills in English (speaking and writing)
- Additional requirements :
  - communicate and work well with all parts of the organization
  - good problem solver
  - creative thinking
  - strong focus and drive to meet targets and objectives
  - proactive attitude, suggest changes when necessary and implement the recommendations
  - challenge and motivate employees
  - french and/or german is a plus

This is a challenging and versatile position in which you will be part of a dynamic 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.