

APS is a specialist in power electronics and employs around 40 people at its Niederbuchsiten site in Switzerland. For over 50 years, APS high-tech products have been contributing to sustainable and emission-free mobility on roads and railways. Our high-performance products include power supply solutions for railway applications, DC/DC converters for trolleybuses, and charging infrastructure systems for electric trucks and buses.

Become part of our power team and apply for the vacant position

Sales Engineer Railway Components (m/f/d) 80 - 100 %

Your responsibilities

- You will look after existing customers and acquire new ones
- You will prepare quotations and the associated technical and commercial documentation, as well as the calculations.
- You will develop technical solutions together with your colleagues in engineering, purchasing, bid management and service.
- You will maintain updated internal quotation files and databases
- You will lead the quotation team for larger and more complex tenders
- Ideal, you have sales experience in the field of railway applications
- You will support the marketing department with technical content and contributions and represent APS at exhibitions

Your profile

- You are talented in sales and enjoy developing concepts and solutions
- You are open-minded, radiate positive energy and show initiative
- You are not afraid to do administrative work (data maintenance)
- You have successfully completed a degree in electrical or systems engineering (BSc/MSc) or have basic commercial training and a proven track record in the sale of technically demanding railway components
- You are willing to travel between 30 and 50 % on business (domestic and abroad)
- You can communicate fluently in German and English, both verbally and in writing; French and other languages are an advantage

Your advantages at APS

- 42-hour week, 6 weeks' holiday and flexible working hours
- Option to work from home
- Centrally located workplace, excellent public transport connections, free parking
- SBB Half-Fare Card
- Support for training and further education
- Events for employees and promotion of joint activities



Have we sparked your interest? Then please send us your complete dossier in electronic form to **hr.kes@kiepe-group.com**

If you have any questions, Kimberly Altermatt, Tel. + 41 62 389 88 93, will be happy to help you.