



Renowned globally in the field of condition monitoring systems, MC Monitoring, a pioneering Swiss high-tech entity situated in Givisiez, Fribourg and a significant division of the Infoteam Group. specializes in proprietary technologies for assessing the mechanical and electrical conditions of rotating equipment. Our comprehensive solutions portfolio encompasses robust sensors, cutting-edge acquisition systems, advanced condition monitoring software, and bespoke engineering services. We pride ourselves on fostering outstanding partnerships with key stakeholders such as OEMs (Original Equipment Manufacturers), power plant owners, EPC contractors, and engineering firms.

With a dedicated team of 40 professionals, we are seeking our

Head of Global Sales

Main responsibilities

- Serve as a pivotal member of the management team, overseeing recruitment, training, and competency development within the department.
- Collaborate closely with senior management to craft the company's vision and strategic direction, including the development of a competitive product and services portfolio, market positioning, and comprehensive commercial and marketing strategies.
- Forge and nurture lasting relationships with clients and partners, ensuring sustainability and excellence.
- Drive the sales team towards achieving new business opportunities, while strategically managing key accounts and major market segments.
- Partner with R&D, production, supply chain, and external collaborators to innovate and enhance the product and services offering.
- Spearhead the enhancement of market approach, marketing initiatives, communication strategies, and the company's presence at significant industry events.
- Design and implement dynamic strategies for market and competitive analysis, maintaining a proactive stance on market trends and competitor movements to effectively meet future client needs.

Profile

- Advanced degree in Mechanical, Electrical, or Electro-Mechanical Engineering, ideally complemented by specialized training in Sales.
- Leadership experience in managing commercial teams, including account managers and external sales networks.

- Expertise in sensing acquisition systems (including sensors and related hardware/software) with a background in industrial machinery preferred.
- Valuable operational experience in energy production, generators, and rotating equipment, complemented by a robust professional network.
- Proficiency in French, English, and German.
- An entrepreneurial mindset, exceptional communication skills, and the ability to inspire, unify, and empower a highly qualified team.

Offer

- A stable position within a leading Swiss high-tech group, recognized for its innovative approach to developing new business avenues.
- An international, stimulating role offering significant responsibility, a wide operational scope, autonomy, and streamlined decision-making processes.
- Location: Givisiez, Switzerland, with international travel requirements of 30-40%.

This role is designed for visionary leaders seeking to influence the future of high-tech monitoring solutions on a global scale. If you are ready to take on this challenge and contribute to our success, we welcome your application.