

WE ARE  
**HIRING**  
JOIN OUR TEAM



Be a game changer

Join us!

Kurita offers technologies for water and process treatment and for the pulp and paper industry. Founded in 1949 in Tokyo in Japan, the group employs more than 7,400 people worldwide and has sales of \$2.6 billion. More than 3,500 patents attest to Kurita's innovative approach to resource-conserving water consumption. Arcade Engineering AG specializes in handling project management and engineering tasks of all kinds and is now part of the Great Kurita Family since 2023. In addition to inspection and quality assurance, plant design, electrical engineering, instrumentation and control, and industrial plant programming, Arcade is now also looking to establish a new service department for the sale of technologies for water and process treatment in the CH-Region.

For this we are looking for a new colleague to set up the new sales department at our site in **Switzerland**.

### **Business Development – CH Region (m/f/d)**

#### **BRIEF DESCRIPTION**

- Communication with existing and potential customers on all levels
- On site customer support and advice in the area of heavy industry and middle market with focus of sustainable water treatment business cases
- Acquisition activity for business development and business expansion in the entire Swiss area, with a focus on water treatment in industry and drinking water treatment.
- Enlargement of Kurita's market share in middle market area and roll-out of CSV\* business (*\*generating additional Corporate/Social Share Value*)
- Administration and maintenance of customer-related data, independent documentation
- Cooperation with internal interfaces as well as with cross-functional project teams specially within the DACH area for cross-selling opportunities.
- Participation in industry-specific committees to strengthen Kurita's position

#### **EXPERIENCE REQUIRED**

- Bachelor's Degree or comparable in Chemistry or Process Engineering or business admin. degree
- Experience in the areas of business development and customer relationship management
- Sales experience in combination with market knowledge
- Several years of professional experience in sales and customer support
- Excellent German language skills and good English language skills, both written and spoken
- Driving license class B
- User IT skills for Microsoft office Package.

#### **PREFERRED PERSONAL SKILLS**

- Confident appearance
- Strong communication and teamwork skills as well as a structured and independent way of working
- A high degree of problem-solving orientation, flexibility and time management skills
- Willingness to travel occasionally on business (for several days)

Are you the right person to develop this new business sector?

You can expect responsible and varied tasks and an interesting, exciting fulltime job in a company that offers scope for specialist further training opportunities. Take the chance to develop and introduce new ideas in a dynamic and open team.

If you have questions, please contact the Human Resources Department – Sylvie Couturier, Tel. +41 (0) 61 485 90 16. Please apply via our career site <https://www.arcade-engineering.com/en/career/> or by e-mail to [info@arcade-engineering.com](mailto:info@arcade-engineering.com).

*Note: Application documents are stored with restricted access during the application process. After rejection, all documents will only be stored with your consent. You have the right to request the deletion of your documents at any time. Application documents received by post will not be returned automatically.*