



## **LEM – “At the Heart of Power Electronics”**

LEM is the global leader in providing innovative and high quality solutions for measuring electrical parameters. Its current and voltage transducers are used in a broad range of applications in industrial, traction, energy & automation and automotive markets. LEM is a high growth global company with approximately 950 employees worldwide. It has production plants in Geneva (Switzerland), Copenhagen (Denmark), Machida (Japan), Beijing (China) and regional sales offices close to its customer's locations. LEM has been listed on the SIX Swiss Exchange since 1986; the company's ticker symbol is LEHN.

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# **Sales Manager**

## **Based in Moscow & reporting to General Manager**

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This position reports dotted-line to the Head of Industry and straight line to the General Manager TVELEM. The incumbent will be interfacing on a regular basis with business leaders in order to achieve his targets.

### **Key accountabilities**

The function is responsible for setting up and developing customers and sales channels management for the achievement of budgeted turnover and the profitability of sales in the Industry sector. The aim is to continuously grow the business, improve market share and conquer new market segments. This will require the proactive introduction of new products. Efficient and effective customer and sales channels support is needed to achieve a notable contribution to customer satisfaction, and the achievement of company and sales targets.

Give qualified, application-orientated advice, as well clarification of all questions from customers, prospects and sales channels, autonomously and in cooperation with the in-house depts. involved.

- Organize and share customers meetings at LEM sites and customer sites.
- Utilize appropriate sales and marketing activities with distributors (i.e. customer workshops, road shows, advertising, mailings, exhibitions, conferences etc.) to boost indirect and direct sales.
- Undertake internal and external proactive project follow up (WCS project list).
- Reporting: contribute through the provision of relevant data to the preparation of monthly and quarterly reports to the sales management.

### **Skills and professional background**

- No specific age range is specified but to possess the necessary maturity and required level of professional experience. It is likely that candidates will be in their early-thirties or older.
- A successful sales track record of at least 4 years duration with electrical/electronic products, with a focus of delivering positive bottom line results.
- A proven track record in opening up and developing major accounts over a period of time, combined with well-developed negotiating skills.
- The ability to give real direction and leadership to the commercial development of the business in line with the company's growth objectives is critical.
- A market driven approach with the ability to input to sales strategy, to determine business priorities and tailor products to the markets LEM serves.
- The ability to establish successful business relationships with multinational partners, customers and colleagues based on good influencing and people skills.

**Education**

- A degree or qualification in electrical or automation engineering, possibility complemented by a formal business or marketing post graduate degree.
- Fluent in international English.
- Travel to be expected up to 40%.

**We offer**

- A challenging position in an open, enthusiastic and dynamic midsize company within an international environment.
- Good working conditions in a modern and innovative high tech company.
- Compensation will be based on qualifications and experience, and will include a base salary, benefits and performance incentives.

**Date of employment**

Immediately

**For further information, please contact**

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