



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 900 employees worldwide. It has production plants in Geneva (Switzerland), Machida (Japan), Beijing (China) and regional sales offices close to its customer's locations. LEM has been listed on the SWX Swiss Exchange since 1986; the company's ticker symbol is LEHN.

We are looking for our team a

**Sales Manager, Russia
(to become Business Manager at a later stage)**

This function is responsible for delivering value by drawing on the incumbent's experience in sales management. The incumbent will distinguish him/herself to value creating activities and develop new perspectives on Sales on a country level.

This position reports to the General Manager, LEM Russia (TVELEM), with a dotted-line to the LEM Geneva Corporate Business Managers in order to achieve his/her targets.

This position is based in TVER (170km North-West of Moscow)

Key accountabilities

The candidate will **progressively** assume the role of Business Manager of the Transducer Business which is 80% of the LEM business in Russia. At the commencement, it is understood that this role begins as a Sales Manager, gradually growing into a Business Manager role – if successful.

As such, he/she will be responsible for a business of more than 100M RUB, growing fast year on year.

His/her responsibilities will cover:

The development, coordination, motivation, objectives setting and monitoring the progress of the employees.

The development of the customer base with focus on developing the new customer base with focus on developing new customers while maintaining the existing base.

The close cooperation with the LEM Geneva Business Managers to ensure proper products and services are available to the market.

The adaptation and production of the LEM products for the business markets.

The management of the pricing in the market, the costs in the plant and hence the overall P&L responsibility of the Transducer Business.

The business development, leading the LEM business in Russia to new heights.



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 mid-forties.
- A successful sales track record of at least three years duration with electrical/electronic products, with a focus of delivering positive bottom line results. Some (early) R&D experience would be advantageous, **as well as production experience.**
- A good technical understanding of the types of products LEM has and their respective competitive advantages, from a commercial rather than a technical/engineering perspective (i.e. a technician's approach will not be appropriate).
- 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

- Bachelor of Science or Master of Science in power electronics or related skills
- Marketing or MBA as continuous education is a plus.
- Fluent in international English.
- 6-7 years minimum in industrial experience with preference of experience in Western companies.

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.
- Training and development opportunities.
- 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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