

VISIT [IHI-BERNEX.COM](http://IHI-BERNEX.COM)  
FOR OUR VACANCIES!

# BERNEX OFFERS YOU A NEW CHALLENGE!

IHI Bernex AG is an established, internationally active company in the high-tech sector with around 50 employees from over ten nationalities. As a machine and plant engineering specialist, we set standards for CVD coatings. With outstanding teams at two locations in Switzerland and China, Bernex serves customers worldwide who are looking for the best solutions for chemical vapor deposition, aluminization or infiltration (CVD, CVA and CVI).

The Swiss company Bernex maintains a transparent and open corporate culture. Teamwork is emphasized and particularly appreciated. The high-tech industry is extremely dynamic, diverse and therefore always challenging. Due to our rapid growth we need support as:

## NEW BUSINESS DEVELOPER

### YOUR TASKS

- Develop and realize new business, market research
- set up concepts / formats with regard to adapted and new machines/products
- realize (extensive) development projects, taking care of the project management and stakeholders concerned
- visiting (potential) customers and advising on machine/product options
- co-acquiring orders for the provision of machines/products
- responsible for our market presence in cooperation with the CEO, the Sales Manager and the HAUZER New Business Development
- collaborate closely with HAUZER Group New Business Development
- strategic approach, strong implementation skills and "hands-on" mentality
- a friendly and engaging demeanor
- very good written and spoken German and English skills

### THIS IS WHAT YOU WILL GET FROM US

- A varied position in an interesting, technical environment
- flexible working days
- Action instead of words: flat hierarchies and short decision-making processes
- New ways: space and openness for your ideas
- 1a Future: personal and professional training
- Goal in sight: regular career discussions and concrete implementation planning
- Benefit: travel allowance per month, discounts on cell phone etc.

### YOUR KNOWLEDGE, YOUR SKILLS, YOUR PERSONALITY

- a successfully completed university degree
- at best first experiences in the sales area, gladly with international orientation
- willingness to travel
- an affinity for IT and very good knowledge of MS Office, as well as ideally initial experience in working with CRM systems

### INTERESTED IN THIS JOB OFFER?

If this exciting role appeals to you, please apply today:

IHI Bernex AG, Mail: [hr@ihi-bernex.com](mailto:hr@ihi-bernex.com)

+41 62 287 85 89

# BERNEX

IHI GROUP