



REFCO is a Swiss manufacturer and distributor of air conditioning and refrigeration service products and components. Professional technicians globally acknowledge our quality products and services. To support the pursued growth path and strengthen our international sales team, we are looking for a

Global OEM Manager (m/w/d) – 100%

The perfect match would be a motivated self-starter with a winning personality – we are looking for the right characters, missing skills can be trained.

Your Tasks

- Acquire new OEM customers in the air conditioning industry for our condensate pumps
- Propose and define measures to achieve sales targets
- Provide market intelligence and discover industry trends
- Participate in national and international exhibitions
- Provide a high brand visibility in the market
- Regular visits to and exchange with the headquarter in Switzerland

Our Expectations

We want to achieve sustainable growth. As a member of our team, you are intrinsically driven to achieve above average results, and you stand your ground in a competitive environment. Your ability to persuade customers is based on your winning personality and customer orientation. A high degree of initiative allows you to plan your activities independently. Administrative work and planning can be executed from your home base, but sales take place in the market.

Your Profile

- More than five years' experience in OEM business in the air conditioning industry, with an extensive network
- Convincing personality that seeks and pursues opportunities for profitable and sustainable growth
- Strong sales and negotiation skills, with a focus on solution provision
- Stamina, motivation and the ability to work remotely, with a sound business acumen and entrepreneurial spirit
- Willingness to frequent global travelling
- Multicultural competence
- Fluency in English, additional languages are a plus



Join REFCO now, and participate in our success. A performance oriented remuneration package allows successful candidates to achieve outstanding salaries. Advanced employment conditions and extensive social benefits apply. If this challenge is intriguing, please forward your complete application (CV with picture, motivation letter, diplomas, and recommendation letters, all in English) by email to hr@refco.ch.

REFCO Manufacturing Ltd.

Benno Brinlinger

CEO