

Sales Manager - CDI

Nom du Responsable Hiérarchique : Manuel ADLERFLIGEL

ROLE PRINCIPAL

- 1/ Ensure satisfaction of allocated customers over Europe.
- 2/ Contribute significantly to Europe region's revenue.
- 3/ Detect new significant prospects or new business opportunities by existing customers.

Missions/Tâches

Ensure customer satisfaction

- Answer to all customers' requests (mails, phone calls,...) in a timely and professional manner
- Organize answers internally
- Visit allocated customers on a regular basis – approx. 30% traveling time

Prospection, new businesses

- Present global O-Net group's products to customers and detect potential needs
- Trigger meetings with new potential customers in Europe
- Attend relevant European events/exhibitions

Reporting

- Weekly report
- Contribution to 3SPT monthly report

Interface clé

Internal : customer services, sales engineers, product lines, quality,...

External : customers, sales channels

Caractéristique principale de la contribution

Contributor to team success
Quick autonomy requested on product presentations and market segments
Sufficient autonomy on 1st level technical discussion

Spécificités

Full time job
Home office, preferably located in one of the following countries: Germany, UK, Switzerland

Profil des candidats

Compétences techniques

Sales manager with at least 3 year experience in a similar position.
Knowledge of sales process, tendering, forecasts, reporting tools,...
Engineering background, preferably in a matter close to optics or physics – basic understanding of optoelectronic modules.
English and German required.

Compétences personnelles/comportement

Dynamic and motivated – eager to learn
Rigorous in action items' follow up
Excellent relationship with customers and internally
Active listening
Mobile geographically
Rigorous in reporting