



TECHNICAL BUSINESS DEVELOPER FOR EUROPE

Our client is a French owned company specialized in the design and conceiving of taylor-made testing equipment, test fixtures, test benches and assembling production workstations for the electronic application industries such as automotive, energy, electric network, medical industries. We have 25 years of experience and strong technical backgrounds. The company is currently developing fast abroad and look for its technical business developer for Europe.

You will be in charge of prospecting new customers in Europe, to qualify their needs vis-à-vis the technical solutions of the company and to transfer their expressions of needs to the design department. You follow the suitability of the solutions proposed and negotiate them with the new customers until the conclusion of the sale. Your promoting approach evolves and follows the dynamism of the company and the markets you address. You report regularly your work and conclusions to the Managing Director, and intervene in compliance with him. The successful candidate must aim to gaining a clear understanding of customers' businesses and requirements, and report briefly and clearly its activity with an acute ability to analyse quickly a large amount of information. The position requires an important part of cold callings to arrange meetings with potential customers to prospect for new business.

Knowledge and Skills Required:

The candidate has excellent skills in electronics and has a Master's graduate (in electronics, eventually completed with a MBA) and benefits from a first experience. Skills in Automation and Mechanics will be appreciated. You have an accurate culture and an acute curiosity for the economy and the industrial world, and you are motivated by the operational and communicative dimension of the position. A candidate from the R&D or production activity wanting to evolve to a business development job will be also welcome. You speak fluently at least english. A third language (apart from french and/or german) will be appreciated.

Position based in Alsace (France), possibility of home office from a big city in Europe (close to France and Germany) with regularly trips to the head office of the company. Frequent travels in Europe and out (50% of the time).

Contact

please send your application and CV at invenio@invenio-export.com