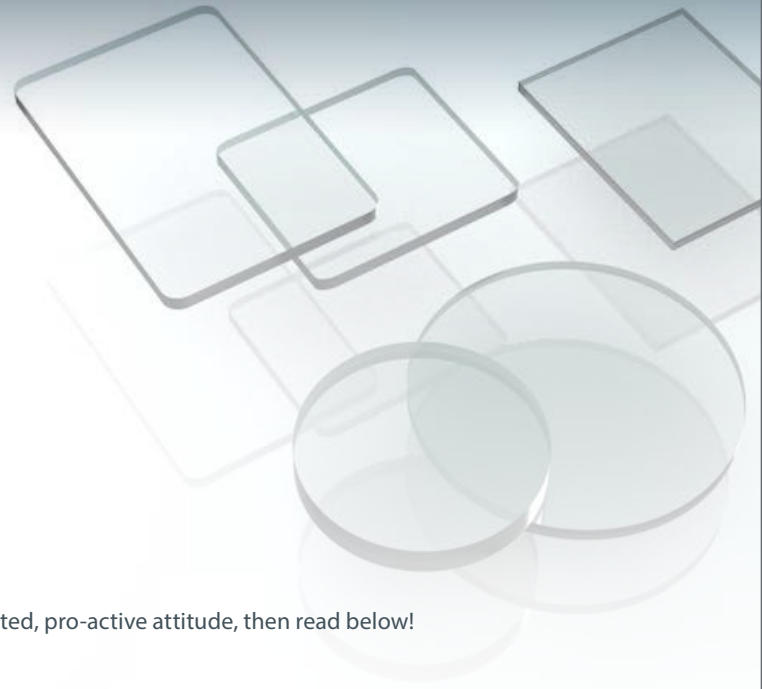


Area Sales Manager

France



PHYSIX PHOTONICS supplies high-end optical components, optomechanical components and optical assemblies for OEM customers according to customers' specification for a wide variety of applications. We excel in quality, price, logistics and great customer service. Physix Photonics is a subsidiary of Euromex Optics Group. The headquarters is based in Arnhem, The Netherlands. In order to further expand our activities in Europe we are currently looking for a qualified colleague for the position of Area Sales Manager (ASM) in France.

If you have B2B sales experience in the optical industry and a result-oriented, pro-active attitude, then read below!

AREA SALES MANAGER FRANCE

The Area Sales Manager shall be responsible for developing and managing customers in France. The ASM is supported by a highly experienced back-office team. The ASM brings an infectious enthusiasm and is a true networker. The ASM focuses on engaging with customers by means of cold & warm calls, visits, providing technical advice and closing deals that benefit both customer and Physix.

MAIN DUTIES

- Develop the business in France, active acquisition of new customers with the focus on strong long-term relationships
- Technical advice to OEM customers in order to provide the best customer solutions
- Prepare quotations based on customers' requests with the aim of converting these into orders
- Travel to existing and prospective OEM customers with the purpose of sustaining and growing market share by promoting and selling Physix' capabilities

We are looking for a team player, a passionate, motivated, and flexible professional.

YOUR PROFILE

- You are a self-starter and can work independently
- You take initiative and are a master in cold & warm calling to open the door in new projects
- You have (international) experience in optics related business
- You have strong negotiation skills
- You understand consultative selling and are able to be a valuable counterpart during technical and commercial discussions
- You are willing to travel on a frequent basis to customers and our HQ in the Netherlands
- You have a degree in Engineering/Science (specialized in fine mechanics and/or optical engineering) with well-developed commercial skills
- Your English and French is fluent (verbally and written)

WHAT WE OFFER

- A full-time position in an interesting and challenging position in an international company with interesting future perspectives and the possibility to work from home
- A dynamic work environment in a professional, international and passionate team.
- Our company culture is open and direct. We have a flat organisation. You will report to the managing director
- An attractive, performance-related pay package, company car, laptop, phone

CONTACT

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