

Sales Manager France 100%

Grow together with us!

Are you a passionate, experienced salesperson, open minded, and willing to work for a young, award-winning Swiss company? Are you based in France? Do you want to sell an unrivalled solution in the field of automatic bacteria detection in water? Then you are exactly the person we would like to have with us on our team!

We are looking for a driven, independent, and enterprising person with a long-standing relationship to the water industry, **to further drive our direct sales expansion in France.**

RESPONSIBILITIES

- Plan and secure sales revenue, growth, profitability, and market share growth based on our company goals and personal targets.
- Plan and execute sales activities to acquire customers and expand our market footprint, working closely with our marketing, key account, and application managers.
- Embrace our consultative sales approach to understand the needs and identify the true benefits and value of our solutions for our customers.
- Manage the entire sales cycle including prospecting, qualification, proposal preparation, negotiation and closing of deals.
- Active and regular customer visits, product demonstrations, local marketing events and exhibitions.
- Establish professional relationships with our strategic accounts and align with our strategic account strategy.
- Keep close to the market specific initiatives, regulatory bodies and legislation.
- Act as the voice of the customer with feedback to product, application management.
- Adopt strategic business tools, CRM, quality systems and SOP's.

REQUIREMENTS

- Bachelor or Master in microbiology or biology, environmental sciences, and hydrogeology.
- 5-10 years' experience in direct sales and key account management.
- Background in selling measurement instrumentation solutions with a good mix of technical know-how.
- Experience in the drinking water industry or related industries would be a big advantage.
- Familiarity with a CRM (e.g. Salesforce), leads, opportunity and forecasting processes.
- Experience with value-based or consultative sales with a track record of achievement.
- Ability to successfully manage corporate and purchasing department relationships.
- Travel in France (mainly), internationally if required.
- Excellent communication, presentation, and negotiation skills.
- Business fluent language skills in French and English.

WHAT WE OFFER

- Highly motivated and experienced colleagues who strive to make a difference.
- Exciting, varied tasks in a team-oriented and international working environment.
- Being part of a growing company with a vision of sustainability, a positive impact on health and water safety, and a contribution to global environmental sustainability.
- The unique chance to grow with us.

ABOUT US

The roots of bNovate Technologies SA are in the Innovation Park of the EPFL in Lausanne and was expanded in 2020 with a subsidiary for Marketing & Sales in Zurich. We developed "BactoSense", one of the first industrial flow cytometers, to continuously monitor parameters such as bacteria in drinking water production and distribution and other adjacent processes. We are proud that our innovation won in 2021 the solar impulse label rewarding efficient and profitable solutions to protect the environment. It is in line with our shared vision and passion to provide new solutions to assure **SAFE WATER. ANYTIME. ANYWHERE.**