**SALES EXECUTIVE ROLE:**

**France: East; French speaking Switzerland, Luxemburg & Belgium**

Vacancy ref.: 23/SE1

Territory: Grand Est Area (Champagne-Ardenne, Lorraine, Alsace, Bourgogne-Franche-Comté, Auvergne-Rhône-Alpes, Provence-Alpes-Côte d'Azur); French-speaking Switzerland, Belgium & Luxemburg

Location: Home office, Lyons area desirable

Reporting to: VP of Sales

Contract type: Full Time

Desired Industry Experience: Experience in Machine Vision / Identification / Robotics

3 yrs+ experience of managing a sales territory

Academic Qualification: BSc desirable

Language Skills: French & English essential

**About the organisation:**

TPL Vision’s range of LED Illumination helps the manufacturing industry to deliver quality products and ensure product traceability using Machine Vision Solutions. Our illumination products help to improve the robustness of our customers’ processes, eliminate production errors, and reduce manufacturing cost. and exceed consumer expectations for high quality products. TPL Vision has recently become a wholly owned division of the wenglor sensoric group, headquartered in Tettnang, Germany.

The TPL Vision culture is that of a growing, fast-paced business. We are responsive to customer and market needs, so change can be rapid, with no two days the same. If you are looking for variety in your work, responsibility, and to make a significant contribution to the success of the business, then TPL Vision is the right company for you!

**About the role:**

The new **Sales Executive** is required to be action oriented, well organised and capable of working autonomously. Strong team skills are also required as daily interactions with the other Sales Executives, Technical Sales, Vision Engineer and in-house Sales Administration are critical to this role’s success. The role requires travel of up to 50% of the time, including occasional travel to the UK Sales Office in Perth, Scotland. Good language and communication skills, both spoken and written are essential.

**Duties:**

Manage and develop your sales territory to achieve and exceed sales targets for TPL Vision products by:

* Collaborating with the team of Sales Executive, Technical Sales, Vision Engineer and in-house Sales Administration colleagues to prioritise, manage and respond to all customer requests
* Arranging quotations & product loans, recommending the best product solutions, following up customer opportunities, and updating the CRM
* Researching & developing potential new and existing customer accounts
* Creating, maintaining & managing positive customer relationships with customers by arranging visits to present TPL Vision’s business & products and provide suitable customer training
* Participating and presenting at marketing events, fairs, industry trade shows and conventions within your territory
* Providing reports, customer feedback, product, market & commercial information to the Director and VP of Sales, and to your colleagues

**Knowledge, Skills, and Abilities required:**

* Fluency in French and English (both spoken and written) is essential.
* Proven success in managing a sales territory (3+ yrs), including managing channel partners
* Industrial automation/ machine vision/ identification/ robotics experience is highly desirable
* Technical background is beneficial
* Customer focused, with strong commercial awareness and ability to handle challenging customer situations
* Proactive & motivated, well organised, resilient and self-disciplined
* Ability to work independently as well as in a collaborative environment
* Ability to travel up to 50%
* PC literate: experience with MS Windows applications, experience with CRM database

Applicants should send a covering letter stating your industry experience and salary expectation, along with a CV to: [recruitment@tpl-vision.co.uk](mailto:recruitment@tpl-vision.co.uk)