



## Do you like machine vision software and working with customers? So do we!

MVTec, headquartered in Munich, is known world-wide for its machine vision competence. We are an SME run by our founders and we develop and sell software solutions for customers from all kinds of sectors (medical, pharmaceutical, automotive, food, etc.). For now 25 years, innovative software solutions have been winning over customers from all over the world. To write the next chapter of our success story we are looking for our new office in France for a

## Sales Manager for French speaking countries, FR/EN or FR/DE, industrial image processing, Lyon

### Your mission:

Mainly, the future Sales Manager guarantees to expand and develop the french market (France, french part of Switzerland and Belgium). More precisely, your mission will consist in:

- Selling the image processing software to existing customers and acquire new ones
- Identifying customer solutions and establish proactive relationships with potential customers
- Turning leads from distributors, OEMs and system integrators into future opportunities
- Working closely with the German team to develop and implement sales strategies for the french market
- Finding and delivering customized solutions to customers in collaboration with the Pre-Sales Manager and the technical support

### Your skills:

- 3-5 years of professional experience in B2B sales or a similar position, ideally in software sales or software solutions
- Knowledge in the fields of automation and industrial image processing
- Bachelor's degree in Science/Engineering or Economics with a specialization in Computer Science
- Knowledge of Office 365 and CRM systems
- Fluent in French and English, German is a plus
- Analytical mind and a passion for sales

### Your benefits:

- Permanent and full time contract (french law) with a fixed + variable salary
- Flexible working hours and home office possibilities
- Job creation: Space for your own ideas and initiatives
- Growing within the company: trainings and career development opportunities as a head office manager
- Flat hierarchies and fast decision paths
- Family team spirit with a strong, transparent and innovative corporate culture

### This position seems to be made for you?

Then we look forward to receiving your application! To apply for this position, please send your application in English in PDF format (CV + salary expectations + availability) to our partner Fradeo GmbH, Franziska Richter, Recruteuse via E-Mail:

[franziska.richter@fradeo.com](mailto:franziska.richter@fradeo.com)

Fradeo guarantees equal opportunities and confidential treatment of your files.



**Building Vision for Business**