

International Sales Engineer - bilingual

Be part of an enthusiastic team in a fast-growing, high-tech company with an international development

Overview

At YellowScan we design, develop and produce aerial drone imaging sensor systems for professional applications. Fully integrated, ultra-light and easy to use, these highly automated data collection tools are employed by customers around the world in fields such as surveying, forestry, environmental research, archaeology, industrial inspection, civil engineering and mining.

To rapidly develop the activity all around the world with a very high level of quality and services, YellowScan is actively seeking two International Sales Engineers **with relevant experience in Surveying, Topography; GIS, Civil Engineering, Mining, Forestry, Environmental Research:**

- International Sales Engineer – Americas
- International Sales Engineer – Asia, Middle East and Africa

About the job

This person will be responsible for generating profitable sales with new and existing customers, in direct mode or through distributors:

- Build strong, long-lasting relationship with customers and distributors. Ensure their total satisfaction end-to-end (prospection, sales and after-sales). Work with internal teams and business partners to this end (tech support, engineering, dataprocessing, admin, ...)
- Drive distributors' sales & marketing teams. Improve their technical and sales knowledge and skills so that they can provide intelligent solutions and continually grow sales and customer satisfaction
- Actively search for new opportunities using digital outbound prospection techniques and social media
- Investigate and report regularly on customer needs, market trends, and competitor activities;
- Contribute to marketing and communication activities (tradeshows, demodays, news, customer stories, sales tools)

Long-term CDI contract - Based in Montpellier. May travel internationally up to 2 weeks per month.

Profile

- Bilingual in English and one other language
- Driven by customer satisfaction, active listener, perceived as a trusted advisor
- Inquisitive & creative learner—motivated to gain a thorough understanding of our customers, products & markets
- People person—capable of managing colleagues, clients & business partners as required
- Dynamic self-starter — revenue driven & capable of working autonomously, motivation for self-directed time and activities. Must demonstrate ability to close deals
- Highly organized—capable of managing multiple projects, skillful, versatile
- Currently live in, or willing to relocate to the Montpellier area, France

Background

- Master degree in Sales or Engineering, preferably Civil Engineering, Mining, Topography, GIS, Surveying
- At least 5-year experience in a sales or technical sales or field operations role in the following sectors: Surveying, Topography; GIS, Civil Engineering, Mining, Forestry, Environmental Research
 - Covering multiple countries
 - Direct and indirect sales (sales channel management)
 - Acquisition of new customers

Our people are the most critical component of our long-term success and their health and wellbeing are our priority. You will enjoy a comprehensive, locally competitive benefits package.

Application: send your resume and application letter to recrutements@yellowscan.fr