



WE THINK LIGHT FOR YOU

Sales Account Manager France (m/f/d)

mobile working

When a luminaire is switched on anywhere in the world, Vossloh-Schwabe makes a decisive contribution to ensure that everything runs smoothly. We are developers and manufacturers of LED systems, i.e. we deal with everything that is needed to illuminate any life situation. Headquartered in Germany and with over 500 employees, the Vossloh-Schwabe Group is a technology leader in the lighting sector with several international production sites and a global sales network.

Your tasks

- Utilize (electro)technical and lighting expertise to effectively promote and sell our products and solutions
- Maintain and develop relationships with existing customers
- Proactively identify and approach potential new customers
- Continuously monitor market trends, pricing and technological developments and adapt sales strategies accordingly
- Identify and establish communication with customers key decision makers, ensuring active and regular engagement
- Think in terms of complete lighting systems and promote our philosophy of selling complete solutions
- Support as technical supervisor and coordination activities for the sales team
- Work closely with internal departments such as R&D, Product Management and Purchasing to ensure effective processes
- Stay organized and focused, maintaining a structured approach to sales activities
- Able to make and achieve the own sales budget for the region

Your profile

- Sales experience in the (electro)technical and/or lighting industry, preferably within the French region
- Existing contacts and network within the lighting industry will be highly considered
- Passion for lighting and a strong enthusiasm to stay up-to-date with industry advancements
- Excellent presentation and communication skills
- Proactive mindset and ability to take initiative, both internally and externally, to drive sales and customer engagement
- Strong organizational skill and confident handling of MS Office applications
- Independent and structured way of working as well as self-initiative
- Very good knowledge in written and spoken French and English

Your benefits



Challenging
and versatile
activities



Mobile working
up to two days
a week



Promotion of
professional
development



Allowance
for company
retirement plan



Discounts
via our
employee store



Company
events

We are looking forward to receive your complete application documents, ideally in one file, stating your salary expectations and availability to Nadja Zinßer at jobs@vossloh-schwabe.com