
ACCRETECH is one of the world's leading manufacturers of semiconductor production equipment as well as form and surface measuring systems. From our European headquarter in Munich, Germany and offices in France, Italy and Hungary; we oversee the entire European market through a network of sales and customer service points.

In the context of our further expansion, we have recently invested in brand new office space, demo room and applications resources and are now currently seeking for our office in Grenoble, France, a professionally experienced and customer-oriented

Regional Sales Manager (m/f/d)

Metrology Business

You will assume responsibility for the following tasks:

- Increasing our customer base through cold calls, prospection and B2B development
- Responsible for the support of an existing customer base and the development of existing business relations
- Developing the Accretech brand through the region by closely working with the marketing team
- Premier engagement point for potential customers with new projects, with regard to our high quality, innovative product range that requires solution selling.
- You permanently observe the market and develop new customer potentials and networks through their creativity and inventiveness.
- You along with the applications team will work through projects from prospection, solution navigation, customer specifications, quotation, P.O. and after the order, to ensure a world-class customer satisfaction.

What we expect of you:

- Ideally, you are a proven record of accomplishment in solution selling, or some other form of proven sales history.
- You have already gained experience in the sales domain and are able to...
 - o Professionally plan and prospect potential customers with an interest in market development
 - o Can develop relationships to discover customers true needs and pain points
 - o Are able to qualify and quantify those needs in both a technical and commercial sense
 - o Strategically marry both technically and commercially products within the portfolio to find the right solution for your customer
 - o Feel comfortable negotiating with all levels of the customers organisation
 - o Have strong reporting skills and understand the importance and value in accurate forecasting
- Experience in the Metrology sector will be an advantage, especially in areas such as Form, Surface (Roughness), Inline/In-process gauging etc.
- You have a strong will to succeed, a confident manner, social competence and good negotiating skills.
- Ability to work in a team, reliability and an independent way of working
- Confident use of MS Office is required, CRM experience such as SFDC will be a plus
- Ability to travel around France and other European territories, driving licence class B is mandatory
- Good written and spoken English skills, additional languages would be an advantage

What you can expect from us:

- Independent and self-reliant work with space for individual development and creativity
- A varied and comprehensive working environment with growth potential
- Motivated and dynamic teams in an open corporate culture
- Excellent benefits, Company Car, healthcare etc.

We offer you a position with a diverse range of activities in a highly motivated team, opportunities for personal and professional growth, an attractive salary and a company car for private usage.

Are you interested? Then we look forward to receiving your informative and complete application documents by e-mail, stating the earliest possible starting date and your expected salary.