



JOB POSITION

Regional Sales Manager

Oxxius, is an industrial SME which develops, produces and sells a wide range of visible laser and optical systems. Its products are intended for life science, spectroscopy, microscopy, holography and industrial applications. Customers are laboratories and industrials around the world. Located in Lannion at the heart of Brittany's photonic network for almost 20 years, it has won the loyalty of many customers in the field of test instruments and optical measurements. Today, it continues its growth and its commercial dynamics focused on export.

To help us grow our business we are looking for a **Regional Sales Manager**.

Reporting to the Sales & Marketing Director, you will manage all of the commercial activity in your area.

Job Description :

- Support and develop existing customers
- Develop new business opportunities through effective networking and prospection
- Prepare quotations, proposals and tenders.
- Manage and support distributors to best achieve the company's sales targets
- Deliver regular and accurate reporting and forecasting and maintain up to date customer records and sales database in CRM
- Learn and demonstrate the company products and deliver customer training as required.
- Attend conferences and exhibitions
- Position based in Lannion, France

Education and Work Experience :

- Degree qualified
- Minimum 5 years direct technical sales, business development or key account prospecting experience in the laser and laser systems
- Demonstrable track record in winning new business
- Excellent customer service skills
- Solid written and oral communication skills
- Fluent English speaking is required.
- Able to work autonomously and remotely
- Customer oriented approach
- Willingness to travel up to 50% of time, primarily across the territory

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