

Scantech ID is one of the few privately owned (Part of Champtek Inc. Group) European/Asian manufacturers specializing in optical solutions focused on bar code scanning technology. The development of Scantech ID products, both hardware and software takes place entirely in-house. For this purpose we have a large Research & Development department consisting of excellent qualified and trained staff, covering every necessary discipline from mechanical engineering and analogue electronics to the design of application-specific IC's. With a strong focus on the Retail environment and with every technology at hand, we are able to meet today and tomorrow's requirements. From standard laser based bar code scanning, to CMOS-camera based scanning to Point of Information terminals for a direct interaction with the customer.

In order to maintain and further expand the business in France, we are currently searching for a commercial driven

AREA MANAGER France (M/F)

Position

Responsible for the sales targets in France, including the growth of new business in this area with focus on the Retail market.
Proposing and implementing sales and expansion plans in line with Scantech-ID's strategy.
Maintaining and further expanding the existing business relations with the customers in France.
Acquiring and realizing new business, with focus on the food- and non food Retail market segments.
Negotiating with customers and prospects on prices and delivery terms.
Following market trends and developments and utilizing business opportunities.
Working closely together with colleagues from Technical-Customer- and Marketing department.

Profile

Bachelor's or Master's degree in a technological and/or economical direction.
Relevant and successful sales experience in a B-to-B Retail (automation) environment.
Affinity with Retail automation or its relevant application areas is preferred.
Comfortable working and traveling in an international business environment.
Strong (verbal and writing) communication skills in a French (preferably native) and English.

Personal skills: pro-active, customer oriented, responsible, flexible, analytic, well organized, enthusiastic and team player.

A position in a dynamic environment with good career opportunities, enthusiastic and driven colleagues and good labor agreements.

If you have any questions please contact Mr. Victor Tsao at +31 33 4698400 or send your resume and application to vacature@scantech-id.com using reference code AMFR08 in the subject field.