

Vacancy

Technical Sales Representative

A fantastic opportunity has arisen for a Technical Sales Representative ideally based in the Brittany and Pays de Loire, French region. You will be playing a fundamental role in managing the technical and commercial / sales enquiries in a dynamic company expanding into this region. Full training will be available on our Water Management Solutions product portfolio helping you to understand Polypipe's products and services enabling you to bring your expertise to new and existing customers.

The Technical Sales Representative role includes a B2B business approach, from prospecting new customers to after sales care, including developing the France sales customer base. You will be required to:

- Analyze and understanding customer needs
- Technical offers that bring complete solutions to your customers (Engineering bureau, project managers, Installers and Distributors)
- Work with decision-makers to close the deal
- Guarantee customer satisfaction
- Produce technical drawings of hydraulic structures on AutoCAD

Your profile:

Higher education BAC + 2 or BAC +3 in the fields of hydraulics or civil engineering (BTS GEMEAU, BTS Civil Engineering, DUT Civil Engineering, Pro GEMEAU, License pro Civil Engineering or equivalent). You will have a desire to learn with a keen interest in selling into B2B markets, this will allow you to succeed in this position and evolve professionally. You should have good relationship building skills, be organised and autonomous, enjoy working as part of a team and on your own initiative.

You must be fluent in French but also able to speak English on a conversational level as you will be communicating within an international team, you will require good knowledge of the AutoCAD software. The position is open to someone who is looking for a technical career in sales.

Conditions:

- Travel to the geographical areas of Brittany and Pays de Loire.
- Permanent position (CDI) occasional travel to United Kingdom
- Fixed salary + bonus upon Targets
- Company car, laptop and phone supplied

To apply for this position, please send your application by email, with a current CV, to:
laure-anne.lacoste@polypipe.fr

Polypipe operate an Equal Opportunities Policy

Closing date: 31st January 2020

**Personal applications only
STRICTLY NO RECRUITMENT AGENCIES**

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