

A teamwork, personal and professional growth are important values for you?
Are you looking for meanings and professional challenges?
Join us!

JACIR – society of the COFINAIR group which brings 3 production sites in France and Germany, 250 people for 60M€ – Today is positioned as an essential European partner who offering innovative evaporative cooling towers technologies that respect the environment: **design, manufacturing, marketing, service dedicated to cooling towers and adiabatic coolers** for the industry and the tertiary.
His international expansion brings JACIR to recruit for his site of Pontault-Combault:

Area Sales Manager (F/M/D – Regular Full-time)

Job description:

Within a staff and his Sales Director, your main assignments will be:

- Implement the commercial actions necessary to achieve the objectives set by the Chief Executive Officer
- To ensure the commercial development of the export activities.
- Establish sales forecasts in your area
- Lead, organize, coordinate, manage and control the activity and monitoring of distributors in order to optimize results
- Communicate to distributors the maximum commercial discount thresholds according to the thresholds and conditions of payment and guarantees
- Accompany our distribution network for customer visits with a view to secure orders, including commercial marketing
- Collect market and competition developments
- Ensure that orders are completed correctly
- Train the new agents/distributors

Your + that make the difference:

You are recognised for your interpersonal skills, your sense of organisation, your initiative, your autonomous and your good mood do not leave you: you are the key link in the sales process.

Some occasional travel/ stayovers are to be expected on this role (50/50).

Job Requirements:

Ba or Ma Degree.
3 to 5 years of wholesale experience in the European market.
Fluency in English and French.
Excellent knowledge of the Office Pack.
Valid B Permit

What we offer:

A training program for our products and services and awareness of our HSE procedures will be implemented. Conditions and benefits: Mutual Health / Prediction /social works offered by our CSE / Interested in collective results.

Position available: as soon as possible

Address CV and motivation letter to the Recruitment Service:

11 rue Jean Moulin, 77348 Pontault-Combault Cedex or at recrutement@jacir.fr