

Business Developer, OEMs & Industrial markets

Ref. BusinessDeveloper_FR_2402

Location: Roissy Paris, France



Overview

Do you only strive for customer excellence and do you want to grow your career in step with our company? Welcome to Carlo Gavazzi, where we are designing and manufacturing Industrial Automation Components. Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices, fieldbus systems) provide automation solutions for the global markets of industrial and building automation across Europe, the Americas and Asia-Pacific through a network of 23 owned sales companies and more than 60 independent national distributors.

Carlo Gavazzi France is currently looking for a talented and passionate **Business Developer, OEMs & Industrial Markets** who is responsible for new business development in France, working with assigned Insight Sales Manager to assure growth and development of existing and new OEMs.

Under the guidance of the General Manager in France and Product Line Managers the **Business Developer, OEMs & Industrial Markets** is responsible for new business development in the assigned territory and strategic markets.

In cooperation with the Sensors and Switches Product Line Managers in the Europe zone, and the International Product Managers, contributing to the product development strategy by communicating on market expectations.

What does this mean?

- You will be responsible for working with assigned Inside Sales Manager to assure growth and development of existing and new OEMs.
- You will build marketing and sales plans by cooperating with the industry sales force to accelerate growth.
- You will be responsible for b2b sales of automation components to relevant key accounts in the local market.
- You will ensure billing goals for sales territories are met or exceeded.
- You will provide field sales/activity information as requested to management.
- You will prepare sales reports showing sales volume, and associated business sales forecasts.
- You have expertise in creating, negotiating, and closing business opportunities.
- You will identify customer solutions and offer creative options to meet their technical/commercial requirements.
- You will develop the marketing and sales plan for your activity.
- You will align the strategy with that of the Group in the medium and long term to achieve the growth objective.
- You will evaluate target markets and corresponding OEM business opportunities in various defined strategic market segments (Agriculture, Mobile Equipment, Packaging, Handling, Special Machines, Agri-Food).
- You will analyze industry and market trends, and competitive activities in France.
- You will ensure first-rate internal technical support capable of fully assisting French customers.
- You will present at major trade shows and digital events and attend conferences to obtain potential clients and assess the need for future participation in these events and associations.



Requirements

Sounds great! Am I the **Business Developer, OEMs & Industrial Markets** you are looking for? Let's see:

- Bachelor in Engineering degree and three years of work experience in sales of industrial controls, components, or energy products.
- You have a good knowledge of Industrial Automation products and to quickly become familiar with Carlo Gavazzi products.
- Sales experience and contacts in several of the following industries: mobile equipment, access control, food and beverage, conventional and renewable energy, HVAC, and plastic machinery.
- Solid experience in selling automation components to semiconductor manufacturers.
- Experience working with distributor channel partners and existing industry contacts.
- Knowledge of Microsoft Office, including proficiency with Excel and MS Word.
- Knowledge of ERP, CRM IFS, Pack Office computer software.
- Able to travel up to 30% (overnight stays) or as required to support a multi-state territory.
- Good project management, strong analytical and interpersonal skills.
- Collaborative and able to work effectively across global and functional boundaries.
- Proactive, flexible, adaptable and open to change, challenging the status quo for positive improvement.
- French & English proficiently; Other European languages are an advantage.
- Self-motivated with the ability to learn and adapt quickly.
- Ability to operate effectively as part of a team while working independently within the assigned territory.
- Ability to produce reports, and business correspondence, and possess a high level of verbal and written communication.
- Ability to read, analyze and interpret general business periodicals, professional journals, technical procedures or government regulations.

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on selling truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- You will get an attractive salary package with a lot of extra benefits.

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the role as reference you are interested in.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Sarl with registered office in Zac de Paris Nord II, 69, rue de la Belle Etoile - F-95956 Roissy - french.team@carlogavazzi.fr