

STid - Export Sales Representative – DACH – Access control

STid. Lock Down Peace of Mind.

STid is the leading French manufacturer of instinctive, contactless security technology—serving the world's most competitive businesses.

There's no higher level of security available to protect your most valuable assets: your people, property and data.

Everything we create makes life easy for your users. And our open technologies free you to adopt any future solutions you choose.

- **Job description:**

You will be assigned to a specific area and will be responsible for prospection across your sector.

You will comply with the company's sales rules to:

- Develop the existing client base
- Create a network of new distributor/integrator clients
- Boost sales across the client base
- Carry out market intelligence activities across your sector, monitoring operations, the value chain, opportunities and threats
- Identify engineering consultancies and other opinion leaders for specific actions

You will report to the Sales Director and periodically report on your activities, ensuring that you regularly update the required databases with the support of assistants.

Your role will require travel in France and internationally, depending on your assigned sector.

- **Person specification:**

Ideally, you will have sales experience with an interest in new technologies.

A qualification in sales or electronics is required, resulting from two or three years of post-secondary education (e.g. diploma in sales engineering, customer relations or sales management). You will need proven experience in BtoB customer relations.

Experience in the markets of the target areas is much appreciated: DACH.

Experience in the security sector is appreciated.

You need to be bilingual in French/English with an open mind to work in varying professional contexts.

You need to be flexible, work independently and take initiative and responsibility in order to manage client accounts in full.

You will need excellent people skills and negotiating skills with a tenacious attitude and inquisitive mind to succeed in your tasks.

- **Please send your application (CV + cover letter) to: rh@stid.com**