



Edmund
optics | worldwide

Edmund Optics® (EO) is a leading manufacturer of optics, imaging, and photonics components supporting numerous markets around the globe, including advanced diagnostics, semiconductor & electronics, machine vision, automation, R&D, and safety & security.

Edmund Optics Europe, a US owned-group consisting of Edmund Optics GmbH in Germany, Edmund Optics SARL in France and Edmund Optics Ltd in the UK, is responsible for sales, marketing, distribution, engineering and application support for a wide product range throughout Europe, the Middle East and Africa. Europe is one of the main growth markets for Edmund Optics globally, leading to a rapidly expanding and developing local team.

To support our efforts within the European market, Edmund Optics SARL in Lyon is looking for a

Inside Sales Representative OEMs (f/m/d)

Essential Functions:

- Provides superior service to Original Equipment Manufacturer (OEM) customer accounts, as part of a key account management team.
- Develops and maintains strong business relationships with operational purchasing at OEM customer accounts.
- Recognizes customer account opportunities and communicates with Sales Teams (inside and outside). Involves Engineering Team for technical issues and Regional Sales Manager / Field Sales when significant new opportunities are identified.
- Processes and manages all Standard and Custom Orders via SAP for OEM customers. Pro-actively manages deliveries, delivery schedules, forecasts, and RMAs / returns to ensure superior service.
- Generates and delivers formal price and delivery quotations, using critical thinking skills and industry knowledge. Applies volume-based discounting on standard (catalog) products, by pricing to market and adhering to margin guidelines. Follows up on quotations in a timely manner to close quotes and maximize sales success.
- Maintains master customer data in SAP and Microsoft Dynamics CRM for OEM customers
- Works with Regional Sales Manager / Field Sales to understand and execute on Account Strategy Plans, related goals, objectives and activities.
- Occasionally visits customer and trade show with Regional Sales Manager.

Qualifications:

The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Your profile:

- Commercial education or relevant working experience (Bachelor's degree or equivalent is nice to have)
- Minimum of 3 years' experience in technical or business-to-business sales environment
- Fluent/native level in French and English, both written and spoken
- Strong communication skills
- Experience with Microsoft Office Suite and ERP (nice to have: SAP, MS Dynamics CRM)

What we offer:

A versatile and challenging position alongside a competitive employment package within our dynamic and successful corporation in a growing and future-proof industry. You will have the opportunity to work with passionate, highly motivated, self-driven and open-minded colleagues with a great team spirit, and can expect extensive training programs and internal development opportunities.

All qualified applicants will receive consideration for employment without regard to nationality, ethnic and social origin, religion, gender, age, sexual orientation or identity and disability.

If you are interested, please address your application to Agnes Helsper: hr@edmundoptics.de