

# EDMUND OPTICS' OPPORTUNITIES IN EUROPE

Edmund Optics® 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.

To support our efforts within the European market, **Edmund Optics SARL in Lyon (France)** is looking for an:

## 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 & activities
- Occasionally visits customer and trade show with Regional Sales Manager

### 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
- Fluency in Italian is nice to have (both written and spoken)
- Strong communication skills
- Experience with Microsoft Office Suite and ERP (nice to have: SAP, MS Dynamics CRM)

### What we offer:

- Dynamic, successful company
- Growing, future-proof industry
- Passionate, committed, and open-minded colleagues in an international environment
- Extensive training and onboarding, as well as continuous education programs and individual development opportunities
- Attractive compensation package

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

If you are interested, please address your application to [hr@edmundoptics.de](mailto:hr@edmundoptics.de).

SEND YOUR APPLICATION\*  
TO [HR@EDMUNDOPTICS.DE](mailto:HR@EDMUNDOPTICS.DE)  
AND SCAN QR CODE FOR  
MORE INFO



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