

About us: we specialize in the production and sales of custom electronic circuits for the automotive, aerospace & industrial markets. Together with our customers we develop lasting solutions. Keywords are precision, high reliability and zero defects. World renowned companies rely on us if high reliability in harsh environments is required. Our customers are served from two strategically positioned manufacturing sites, Ronse (Belgium) & Sherbrooke (Canada). In total we employ 300 people. With a pedigree in the electronics industry stretching back over 50 years, our customers benefit from top-class engineering and industry expertise.



Sales Manager - France

The role of the Sales Manager will include direct responsibility for sales growth and market share. The Sales Manager will identify prospective customers and deliver new business from targeted accounts within the region, in accordance with the operational and strategic objectives of the company. The role will also entail a degree of existing Key Account Management as the Sales Manager will assume initial responsibility for several existing key accounts in the region in addition to the establishing of new key accounts.

Accountabilities & Responsibilities:

- Sales Revenues and Prime Margins as defined in the Company's Annual Operating Plan.
- Delivery of Account Management targets, monthly forecasts & budget setting
- Marketing Support.
- Market & Customer Research.
- Sales Promotion.
- Customer Relations.

Major Tasks:

- Support the Operations Director Europe in formulating the revenue forecast for the annual operating plan and long-range plan.
- Ensure Customer Satisfaction Performance Targets are achieved.
- Proactively manage customer expectations through established processes.



Major Tasks (continued):

- Identify new business opportunities for C-MAC services and develop the business case and action plans to commercialize them.
- Highly developed selling skills, especially sales closure.
- Significant knowledge and experience of manufacturing techniques and potential markets associated with France within the Automotive, Aerospace and Industrial Electronics Markets.

Qualifications and Experience:

- Minimum of 5 years sales experience in a relevant senior Field Sales & Marketing / Key Account Management role within the Electronics Manufacturing Services (EMS) Industry in France or Belgium.
- Proven ability to interface with a support network of sales administration, technical, production, quality contacts (primarily plant-based) to achieve targets and service levels.
- Fluent in French (first language) and English.

We offer:

- Extensive training
- Competitive salary
- Laptop and mobile phone
- Company car
- Full range of benefits after 3 months of service

Interested?

Please mail your application and resume to Johan Browaeys (HR Manager)
JohanBrowaeys@cmac.com

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