

Direct and Indirect Online Sales Specialist

Company: Terabee, High-Tech sensor and sensing solutions company

Location: France, Saint-Genis-Pouilly, (Close to Geneva, next to CERN)

Contract: Full-time - Permanent Contract

Reporting to: Greg Watts (Marketing Director)

Job Description:

Terabee is a dynamic and fast-paced technology company that designs, develops and manufactures 2D and 3D sensors as well as thermal cameras, bringing new ideas and unique solutions to robotics, automation, IoT and Smart City challenges.

We are now seeking a motivated and self-driven sales specialist to drive our online sales. You will manage and sell through two online channels, including the www.terabee.com e-store and our growing list of global distribution partners. You will be a highly driven and sales-focused person with creative ideas for growing our direct and indirect online sales.

Role and Responsibilities:

You will create a plan to meet and exceed sales targets and other KPI's. In particular, the role will include:

- Defining the sales strategy for web-based 'B2C' sales from www.terabee.com and the sales strategy from catalog resellers to meet Terabee's commercial objectives
- Creating and implementing a tactical plan for the implementation of the agreed strategy
- Sales forecasting of revenue and product line sales quantities
- Designing or enhancing internal and external processes to maximize the operational efficiency of direct and indirect sales
- Define an array of marketing actions and plans to support the web-based sales
- Measurement and reporting of KPI's

Direct Sales via www.terabee.com

- Maximizing the efficiency of sales of Terabee products via the www.terabee.com website
- Creating offers, promotions, special projects and creative ways to maximize sales impact
- Work with the marketing team to advise on marketing content production, visuals, demo's, SEO and advertising requirements to enable online sales
- Handling customer enquiries ahead of purchase

- Reviewing customer support tickets and client feedback for insights into the products and their use, reporting your findings for product enhancements

Indirect Sales via Distributors & Resellers

- Continually growing our market reach and sales revenues through distributor and reseller sales partners
- Identification and recruitment of new sales partners
- Building strong relationships and performing day to day account management of existing and new Distribution partners
- Maximizing the buy-in and sell-through of Terabee products via sales partners
- Designing and executing co-marketing campaigns and measuring their effectiveness for continuous improvement
- Gathering product feedback for insights into the products and their use, reporting your findings for product enhancements
- Gathering competition, pricing and positioning information to enable us to ensure our positioning, to adjust our product and/or sales propositions and to maximize sales

Profile:

- 4+ years experience in the same or similar role, with a proven history of successfully managing and growing distributors and resellers.
- Degree (Batchelors) level education
- A sales orientated person with a high affinity for technology and online sales
- Excellent command of the English language with an ability to communicate clearly and concisely in both written and verbal form
- You'll be goal-focused, structured and organized, able to plan and execute work on time and with a minimum of supervision
- An ability to multitask and show both enthusiasm and reactivity for learning new disciplines

This is a great opportunity to join a fast-paced company in a high-growth stage where opportunities for personal growth and development abound.

Please send your CV and a letter of motivation to careers@terabee.com with the subject line "Online Sales Specialist". We look forward to receiving your application.