



# TECHNIDATA IS RECRUITING A SALES MANAGER

Job Opportunity ■

## ■ COMPANY

TECHNIDATA is a leading software developer and supplier of software applications for the clinical laboratory. The TECHNIDATA group, which is certified to ISO 9001, employs over 160 people on 3 continents with 6 subsidiaries in Europe, the United States of America and Asia. To support the expansion of our French subsidiary, we are recruiting a **SALES MANAGER**.

This is a new position created in response to the rapid growth of our subsidiary. The challenge is to build our product diversification and launch a well-proven high-performance product onto the French market.

## ■ POSITION

- Reporting to the General Manager, you will be responsible for the commercial growth of the subsidiary and will play a key role in all our development strategies.
- You will lead a team of six, managing and driving their activities to achieve our ambitious plans for growth in turnover and market share.
- Your main role will be to drive the sale of products marketed by TECHNIDATA FRANCE and to set the objectives for the sales force. This will include:
  - Contributing to defining and implementing the commercial strategy
  - Ensuring a constant presence in the market, both directly with customers and at trade shows
  - Identifying the needs for product development, and providing market and competitor information to the company's senior management
  - Monitoring our commercial results
  - Reporting effectively to the General Manager of the subsidiary
- You will benefit from a company induction program, including full training in our products.
- Full-time CDI (indefinite term contract).
- Location: Inovalée, Montbonnot (Isère) or Paris, with extensive travel within France.
- Salary negotiable depending on experience and qualifications.

## ■ CANDIDATE

- With a scientific or sales background, you have at least 7 years' experience in a similar role selling information solutions, ideally in the medical or biomedical sectors. You are experienced in managing long and complex sales negotiations. You enjoy travel and customer contact. You have a good level of written and spoken English.
- You have good management and writing skills. Determined and dynamic, your creativity and open-mindedness will allow you to understand the needs of our customers and respond to them appropriately. Strong organizational skills are also essential for coordinating the activities of the team.

Please send your application to:

### TECHNIDATA SAS

Veronique Brenner • Human Resources Manager  
387 avenue Jean Kuntzmann • 38330 Montbonnot • France  
[veronique.brenner@technidata-web.com](mailto:veronique.brenner@technidata-web.com)



For more details about the company, please visit our website [www.technidata-web.com/france](http://www.technidata-web.com/france)