

Trimble Regional Sales Representative, France – Agriculture division

Trimble is an exciting, entrepreneurial company, with a history of exceptional growth coupled with a disciplined and strategic focus. While GPS is at our core, we have grown beyond this technology to embrace other sophisticated positioning technologies. Our solutions are used in over 140 countries and we have incredibly diverse lines of business.

Our employees represent this diversity and can be found in over 30 countries, working closely with their colleagues around the world. Due to our geographic, product and customer reach, there is plenty of room at Trimble for exceptional people to grow. Come position yourself with an innovative industry leader and position yourself for success.

The regional Sales Representative is representing Trimble professional organization in the region, prospecting business, develop customer confidence, and ensure the overall regional strategic and sales goals are met through a business and technical approach.

Key responsibilities for the Sales Representative

- Represents Trimble /local resources to customers and to larger corporate organizations such as OEMs, Co-operatives, parts retailers, etc
- Accountable for the achievement of revenue targets
- Represents the specific region in the Trimble organization and be the key point of liaison with technical department, marcom, training, support, OA ...
- Manage and Support our distribution partners in the day to day business activities: sales action short/long term, product specification, sales administration, products and quotes .
- Assist in our distribution development initiatives in the region and Vantage network implementation
- Gather market, industry and reseller needs and give regular feedback to RSM and Trimble product marketing to align our solutions to local market needs
- Understands the technical aspects to accompagn resellers on specific projects
- Sales launch of new products/features
- Participation and organization of local shows in the region
- Work closely in a team of RSR and Sales engineers in Europe

Skills

- Good knowledge of Ag practices and precision agriculture
- Open minded and engaging and good team spirit
- Looking forward to work in a international environment- cultural awareness
- Excellent communication & presentations skills
- Entrepreneurial attitude, self driven and positive to challenge
- Portray a professionalism company image at all time
- Good selling skills
- Sales driven- ability to identify revenue opportunities
- English speaker mandatory
- Remote based France, willing to travels (60%) – France mainly

Contact :

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