

# Sales account & Channel manager EUROPE Region

If you listen to the radio, follow sports events, or wonder about the behind-the-scenes electronic equipment, there's likely Digigram technology involved.

Digigram, a renowned French company and leader in professional audio solutions, is seeking a Sales Representative for the European region to join our headquarters in Montbonnot (38). Your primary mission will be to manage and expand a network of distributors and partners, while also focusing on direct customer acquisition. You will collaborate closely with the entire sales team and other key departments, particularly marketing, to drive business growth in Europe.

## **Responsibilities:**

- Achieve sales objectives through effective hunting, planning, and forecasting future performance.
- Prospect and generate leads.
- Develop sales strategies for multiple markets, including Broadcast, Critical Audio, Live & Installed sound, to acquire new customers.
- Manage a network of partners, associated sales revenue and seamless operational execution.
- Ensure customer satisfaction and loyalty.
- Promote our brand and products within trade shows.

## **Education and Experience**

- Business degree or related professional qualification.
- First experience in B2B business, though beginners with an internship or job experience are accepted.
- Proven track record of achieving sales targets and growing a sales territory.
- First experience in customer relationship management.
- Utilizing a CRM to manage team sales tasks, pipeline, and closing.

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## Skills

- Fluent in English (any other European language is a key advantage).
- Excellent verbal and written communication skills.
- Good team player, able to work in a multicultural team.
- High empathy and understanding and addressing customer viewpoints and service needs.
- Interest in new technologies and high-tech products.
- Demonstrated competency in using CRM systems for managing sales tasks, pipeline, and closing deals.
- Proficient in negotiation and closing deals.

## DNA

- Driven, energetic, and resourceful.
- Positive mindset with a competitive nature.
- Capable of owning failures and learning from them.
- Strong sense of initiative and self-motivation.

## Miscellaneous informations

- Start as soon as possible
- Duration: Long-term contract
- Bonus and Meal Vouchers
- Location: Montbonnot-Saint-Martin (38), in the heart of Inovallée, accessible by bike, public transport or car from Grenoble
- Beautiful offices with stunning mountain views, Peaceful or active lunch breaks with colleagues: fitness, swimming, cycling, running, squash, padel, and even skiing!

## How to apply

Interested candidates should send their resume and a cover letter detailing their relevant experience and why they are a good fit for this role to Laurence Fornari, Sales Director at [fornari@digigram.com](mailto:fornari@digigram.com)

Please include "Sales Account & Channel Manager - Europe Region" in the subject