

Key information

Company: TechViz

Location: Paris, France

Industry: Software

Position: Full Time

Experience > 5 years

Master's Degree

Experienced / Senior Sales Executive

Salary 70 000 € to 120 000 € per year

Ref. TV / ICI003

REGIONAL KEY ACCOUNTS SALES MANAGER

Middle East, Africa

TechViz is a software editor and a global provider of a market-leading immersive 3D visualization technology. TechViz XL Virtual Reality Software is a unique technology that displays any 3D CAD model on any Virtual Reality System (CAVE, Power Wall, Oculus Rift, HTC Vive). TechViz has an expertise in the 3D real time performance optimization and virtual reality.

As part of its significant international growth, TechViz is looking for:

A Regional Sales Manager Key Accounts – Middle East, Africa

Job description

Regional Sales Manager "MEA" Based in Paris

You are in charge of developing the international region assigned. Your target customers are primarily Systems Integrators, Corporate Accounts and Mid Market companies. You have a prior experience of 5 years minimum in at the international level, in indirect sales (via System Integrators) as well as direct sales (Corporate Account management).

Main responsibilities:

- Analyze target markets and develop TechViz activities
- Develop direct touch to Corporate Accounts

- Identify, recruit and manage System Integrators
- Develop distribution contracts and business plans with System Integrators
- Provide precise and detailed reports to the management via TechViz CRM
- Many trips abroad are expected.

Required profile:

- Master's Degree in Business or engineering
- 5+ years of experience in international sales
- Experienced in selling services in the IT sector (ideally in 3D software)
- Key Account Management Experience
- Hunter profile, able to develop business at a high-level
- Leadership
- Excellent presentation
- Fluency in English is mandatory
- Any other spoken language would be an asset

We are looking for a personality with a strong team spirit, strong ambitions, and willing to achieve new challenges. We offer you the opportunity to fully thrive in a fast-growing company with an attractive compensation (70 000-120 000 € / year). The position is based at our HQ in Paris.

About TECHVIZ

TechViz is a software editor and a global provider of a market-leading immersive 3D visualization technology. The company was founded in 2004. We have accomplished a lot since the beginning of our journey.

A unique technology: Our office is based in Paris where our R&D experts in software architecture, virtual reality, 3D rendering and high-performance computing, have developed an advanced technology. Our work has allowed us to gain an international reputation. We display the CAD models of our customers from their native applications on any 3D system for an immersive project review (Power wall, Cellar, HTC Vive, Oculus Rift ...).

Our mission: to improve our customers' production cycles and reduce the development time of a product. The TechViz solutions help companies' business growth, innovation and productivity capabilities.

To promote our solutions, we rely on a dedicated sales team and System Integrators throughout Europe, America, Asia and the Middle East. We continually work with the best System Integrators. Today, 85% of our revenue comes from our International activities.

www.techviz.net

<https://www.youtube.com/watch?v=omL1TLBYX1c>