

## Technical Sales Support Manager

Traxon Technologies is a leading solutions provider in the LED based lighting industry with major offices and certified specialists around the world. Combining state-of-the-art technology with award winning design, Traxon Technologies develops sophisticated and innovative lighting systems and solutions for demanding professional customers in market segments like architecture( indoor, outdoor), trade shows, exhibitions & corporate events, hospitality & entertainment, and shops & shopping malls.

Traxon Technologies provides a full suite of DMX hardware and software solutions, maintaining the highest standards with regard to the design, functionality, quality, and reliability of its LED applications. From product design, development and manufacturing to worldwide distribution, Traxon Technologies continuously attracts renowned architect, lighting designers, integrators as well as end user corporations worldwide.

Job title: Technical Sales Support Manager

Job descriptions:

As a member of the French Traxon Technologies office in Paris, you are responsible for supporting the sales team and their clients in configuring and programming complete LED solutions as well as the individual products within the total solution.

- Know the products;
- Able to answer detailed questions from clients;
- Support the project managers in delivering winning proposals and quotations;
- Transfer product knowledge to employees of selected clients, and perform small group trainings;
- Represent Traxon Technologies at selected trade shows and exhibitions;
- Actively manage the installations in the showroom;
- Actively work on sustaining detailed knowledge on the lighting market in general and more particularly on LED developments;
- Provide input for global product management, contributing to the evolution of Traxon Technologies portfolio based on changing client requirements and LED market evolutions;
- Work closely together with European colleagues and report into the country manager of Traxon Technologies France sarl.

Job requirements:

- Looking for a 1<sup>st</sup> or maybe 2<sup>nd</sup> career step in a highly innovative industry;
- BAC+2/3, preferably in electronics or information technology;
- Commercial as well as technology drive to 'get the job done'
- Eager at working together within an existing network as well as to "dive" into unknown areas, getting to know new people and build new relationships;
- Good presentation and communication skills;
- Self-motivated, attitude to do what it takes to win;
- Entrepreneurial attitude, high energy level, mixing pragmatism with professionalism;
- Fluent French and English, both verbally and in writing;
- Ability to organize, prioritize and report;

Job offers:

- Market conform fixed salary;
- Challenging and dynamic informal working environment;
- Opportunity to be at the front edge of a highly innovative technology industry;
- Opportunity for further development, both in technology as well as commercial skills, product and solution knowledge as well as personal skills

We are a young and dynamic company full of energy and verve to revolutionize our industry with innovative products and ideas. A positive approach and strong commitment within our team and towards our clients and suppliers are the basis for our success and expected from all team members. Please submit your CV and cover letter to Mr Hans Fitters, Country Manager France, at [info@traxon-france.com](mailto:info@traxon-france.com) or on +01 43729063. Please send your curriculum vitae along with the application. We look forward to hearing from you!