



HOW TO APPLY

Send your resume and why you want to be a part of
FOCUS-ON @ recruitment@fon-p.com

FOCUS-ON VoF is on a mission to simplify the process plants by integrating control and measurement capabilities to create disruptive solutions of tomorrow. The device and process data is captured and communicated to asset management as powerful information that promises to create opportunities for loop optimization and cost savings. Touching upon the entire value-chain from reduction of engineering effort, simplified procurement and installation, and identifying savings in operational costs, we strive to reduce the total cost of ownership (TCoO) in the smart factories of the future. This is our vision that demystifies the automation pyramid.

FOCUS-ON VoF is an agile organization built on the trusted groundwork of SAMSON and KROHNE. We are expanding and look for individuals who want to be a part of revolutionary leap towards industry 4.0 or IIoT (Industrial Internet of Things). We are currently looking for creative, self-starting candidates to fill the position of:

YOUR PROFILE

As a Business Development leader, you will assume responsibility for steering the growth strategy and advancing the product development within the territories of France & French speaking countries in Africa. A paramount aspect of this role involves the identification of target market customers for our product portfolio and fostering enduring relationships within the region. You will work in close collaboration with our SAMSON regional offices, guiding them through the entire journey of the FOCUS-ON products, right from the initial interaction to product delivery and asset management. Your role encompasses delving into market insights and furnishing strategic recommendations, positioning you as the primary support for the local team. Contributing to the execution of our go-to-market strategy and nurturing the expansion of our business within your designated region are also pivotal responsibilities.

- Personal: Possess an outgoing and self-driven disposition, underpinned by intrinsic motivation.
- Education: Hold a Bachelor's degree in Science or Business.
- Experience: Demonstrate a minimum of over 5 years experience in business development and a profound understanding of control valves, process measurement equipment and their digital interaction in the process control environment.
- Location: Preferable Lyon area
- Language: Native in French language is mandatory. Mastering the English language for professional working is mandatory.

YOUR RESPONSIBILITIES

Strategy:

- Identify market and customer insights and translate them into product-specific details and pricing.
- Create strategic target lists of customers and a roadmap to enhance penetration within target clientele.
- Utilize internal data and combine it with market and application information to drive sales strategy and achieve sales goals.

Business Development:

- Foster client relationships by offering assistance, information, and guidance regarding our products and their value propositions.
- Serve as the intermediary between customers and local sales teams.
- Provide product support to both the sales team and customers.
- Collaborate with sales teams to visit customers, identifying suitable product-application matches.
- Maintain an overview of the project pipeline and opportunities using the company CRM tool.

Processes:

- Aid in the planning process for new business opportunities with potential clients, coordinating with internal support teams.
- Develop, communicate, and implement sales processes and practices aligned with business requirements.
- Employ a hands-on sales approach, overseeing and reporting monthly sales performance metrics.
- Arrange weekly and monthly calls, as well as quarterly business review updates, with local sales teams to synchronize targets and stay abreast of the plan.
- Help promote a company culture that encourages top