

Position: International sales manager – Professional Audio. – M/F.

Key words : Professional audio, studio, music, cinema, post-production, television, TV, radio, broadcast, sales, international, English, distribution, dealer,
Release date : December 5, 2016.
Contract type : Full time; employment if in France (“CDI”). To be discussed if abroad.
Compensation : Based on experience.
Location : Trinnov Audio, 5 rue Edmond Michelet, 93360 Neuilly-Plaisance, France
Contact : Claire Paris – 01 47 06 61 37 – job-pro@trinnov.com

Company : Trinnov Audio

Trinnov Audio develops and sells high-tech audio products for television, cinema and home cinema. For instance, our processors are installed in many studios (France Télévisions, Radio France, BBC, FOX studios...) and commercial cinemas (UGC, Pathé-Gaumont, CGR...) throughout the world (90% of sales outside of France). Our research activity is protected by 5 international patents and supported by the European Commission.

Our team is young, dynamic and dedicated to inspiring products.

Missions :

You have a confirmed international sales experience, you are fluent in English and enjoy travelling. You are familiar with the professional audio industry and you understand the emerging trends of this market. You want to get involved in a dynamic company at the critical time of a strong development. You are a team player and you cooperate in the best interest of the company.

We want to offer you the responsibility of developing Trinnov Audio sales for the professional audio products addressing the markets of: broadcast, TV and cinema post-production, music studios and home studios. Under the responsibility of the CEO, you will be the main contact for our distributors and resellers.

Detailed mission:

- Establish both a long term sales strategy and short term sales development strategy.
- Manage and develop the distributor/reseller network:
 - Supervize and support distributors in their daily activity: from pre-sale to after-sale.
 - Identify opportunities and share them with distributors. Develop key accounts and reply to tenders/RFPs.
 - Identification and qualification of new distributors. Open new distribution (for instance in Asia) and renew existing distribution network based on performance.
 - Frequent travels across the world (typically 100-120 days a year). Organisation of seminars, trainings, roadshows. Support distributors for critical demonstrations and local events.
 - Formal quarterly business review of each distributor (turnover, activity of the past quarter, targets for the upcoming quarter).
 - Organisation of a yearly distributor seminar.

- Marketing and communication in cooperation with the future marketing manager:
 - Participation to international tradeshows such as NAMM, NAB, MusikMesse, IBC, AES (booth preparation, schedule meetings, follow up leads...).
 - Maintenance and evolution of communication medium (web site, brochures, banners, advertisement...)
 - Acquisition of communication content (new products announcement, release note, tips&tricks, user stories, case studies, endorsement....) and diffusion in relevant medias (web site, print and web magazines, Facebook/Twitter, news letter...)
- Sales administration:
 - Establish yearly marketing and sales budget with the CEO and CFO. Monitor budget execution.
 - Supervise quotations, orders, invoices with the sales assistant.
 - Feed the CRM database and the business pipeline.
- Interact with tech support and RnD:
 - Perform preliminary diagnostic of technical problems and redirect customers to Trinnov tech support.
 - Document customer's needs and new feature requests. Analyse market emerging trends.
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- Cooperate with other sales managers in charge of other markets, in particular for the corporate communication or cross-market actions.

Competences:

- Experience **managing a dealer or a distributor network**.
- Experience selling **high technology audio products**.
- **Minimum 10-year experience in professional audio**. Good understanding of sound engineers and broadcast operators workflows.
- Fluent in English, both written and spoken (including phone calls).
- Ease with standard sales tools (ERP, CRM, Word, Excel, Internet...)
- Studies: Business school and/or sound engineer school.

Profile:

- Passionate about high quality audio
- Professional conscience, rigor, organization, perseverance and service-oriented mindset.
- Taste for travels (typically 100-120 days per year); Ease in a multicultural environment.
- Autonomy, responsiveness, skills for prioritizing and multitasking.
- Team player, corporate spirit, consensus-building.

PS: Please, apply only if you have a pro audio sales experience and if your English is fluent.