



## **~ Area Sales Manager ~**

ASK is a major actor in contactless technology and keeps expanding. ASK is looking for an Area Sales Manager.

This position is located in Sophia-Antipolis, on the French Riviera.

- **MISSION:**

You are a Sales Manager in charge of a specific area and have to grow your turnover and optimize your customers' satisfaction on this zone.

- **RESPONSIBILITIES:**

You report to our Senior VP Sales and are in charge of a clients' portfolio on a specific geographical zone.

As the main contact between ASK and its customers, you identify requirements, answer public tenders, quotations, product's information, achieve your budget forecast in terms of turnover and product mix, manage contracts and evaluate and follow up market trends and competitors.

- **REQUIREMENTS:**

Graduated from a business or engineer school, you are self dependant and rigorous. You manage current customers and grow new markets; you have worked in a similar environment for 5 to 7 years and speak fluently French, English and Italian.