

<b>Position</b>	<b>Sales Manager France</b>
<b>Start Date</b>	as soon as possible
<b>Location</b>	France
<b>Job Description</b>	<p>As Sales Manager you will assume the full sales responsibility for the French market for Minicom Digital Signage / EnQii hardware – and software solutions through the commercial sales channel. You are well networked in the Digital Signage industry; you know all of the major players (e.g. content management provider, screen manufacturers, network owners and operators) and are experienced in acquisition and management of DS/DooH projects. You understand the value chain of Digital Signage projects and provide skills to navigate the market intuitively.</p> <p>Independent self-responsible working is evident for you, while you develop independently your growth-strategies and execute these efficiently in the market. At the same time you are not shy to work in a small team and initiate also „small tasks“ in terms of promotional marketing and touching the products hands-on.</p> <p>You bring along strong and entrepreneurial salesmanship which allow you to creatively develop and grow the areas you are in charge of.</p>
<b>Required Experience</b>	<ul style="list-style-type: none"> <li>• Proven track record and long term experience in the DS market</li> <li>• Proven sales success</li> <li>• Active, extensive network of contacts and relationships in the DS market</li> <li>• Experienced in the direct and indirect sales channel</li> <li>• Fluent French and English (orally and in writing), other language advantage</li> <li>• Dynamic, young spirited personality</li> <li>• Team player by all means</li> <li>• Ability to work independently and show self-initiative</li> <li>• Able to work in a remote office with link to the EMEA HQ team (based in Switzerland)</li> <li>• Good technical knowledge (hardware –and software solutions)</li> <li>• Project Management skills</li> <li>• Negotiation skills on all levels</li> </ul>

<b>Reporting to</b>	Sales Director EMEA
<b>about Minicom Digital Signage</b>	<p>Minicom Digital Signage (MDS) is a leader in providing advanced media delivery solutions and innovative management platforms based on cutting edge technology in order to reduce OPEX and enhance the value of Digital Signage networks. MDS' mission is to offer network operators, integrators and distributors solutions which allow the distribution of rich content from a player to multiple remote digital displays with advanced network management capabilities in order to bring the highest value to the network at the lowest capital and operational costs. With more than two decades of experience and partnerships all over the world, as well as 400,000 screen displays powered in all types of industry verticals, Minicom Digital Signage is a recognized leader in providing innovative and comprehensive solutions to the ever-growing challenges of the Digital Signage industry.</p> <p><a href="http://www.minicomdigitalsignage.com">www.minicomdigitalsignage.com</a></p>
<b>about EnQii</b>	<p>EnQii is a global leader in the digital signage and out-of-home media market with offices in New York, Toronto and London. As one of the world's truly global digital out-of-home companies, EnQii currently services thousands of locations across more than 14 countries. EnQii couples a deep understanding of customer behaviour with its powerful media technologies to provide clients with fully managed solutions that enables them to advance their overall customer communication strategy for many years to come. Investors in the company include Amadeus Capital Partners and Wellington Partners. EnQii has recently been voted as the number one global digital signage provider for the third year in a row by <a href="http://www.DailyDOOH.com">www.DailyDOOH.com</a> and a Tier One player by Frost &amp; Sullivan for the second year in a row.</p> <p><a href="http://www.enqii.com">www.enqii.com</a></p>
<b>Contact</b>	<p>Please send your application to:</p> <p>Minicom Digital Signage  Ueberlandstrasse 107  8600 Dübendorf  Switzerland  <a href="mailto:andre.koitzsch@minicomds.com">andre.koitzsch@minicomds.com</a></p> <p>For further information pls. call +41 78 655 5515.</p>