



SCHOTTEL Nederland BV

Sales Manager France & French-Speaking Countries

Remote (France) Employee Management, Team Leader

Welcome on Board!

We are SCHOTTEL, a global leader in the manufacture of steerable propulsion systems for ships and offshore applications. Since our founding in 1921, we have been developing, designing, and producing azimuth and complete propulsion systems with power ratings up to 30 MW for vessels of all sizes and types.

Our clients' ships navigate all seven seas, and we are there wherever they go. Across the globe, we support our partners with unmatched quality of our propulsion systems, our expertise, and the exceptional problem-solving skills of our service professionals. With over 100 sales and service locations worldwide, we maintain close proximity to our customers.

We are now seeking a **Sales Manager** with a drive to exceed targets and a passion for growing our business. If you have an existing network in **France** and **French-speaking countries**, you'll be a great asset to our team.

Tasks

Sales Growth: Drive sales & after-sales(spare-parts, services & up-grades) initiatives, expand market share, and meet/exceed sales targets for France and French-speaking countries.

Customer Relationships: Build and maintain strong relationships with key customers and partners in the region.

Market Development: Identify new business opportunities and develop strategies to target key industries and markets.

Collaboration: Work closely with our global teams to provide seamless customer solutions and ensure the highest standards of service.

Negotiation: Manage contract negotiations to close high-value deals with a focus on long-term customer satisfaction together with the colleagues in the headquarter in Germany.

Requirements

- Fluency in **French(on native or near-native level)** and **English** (both spoken and written).

- A hunger for exceeding sales targets and achieving business success.
- Proven track record in sales management and business development, particularly in the maritime, offshore, or related industries.
- Existing network in France and French-speaking countries would be an asset.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, with the ability to work independently as well as part of a global team.
- Enjoy travelling in your sales territory, up to 50%.

Benefits

Why SCHOTTEL?

- Work with a **global leader** in the maritime propulsion industry.
- Be part of a **dynamic and supportive team** that supports you and our customers.
- Attractive compensation package with opportunities for professional growth and development.
- Contribute to groundbreaking technologies used in a variety of marine and offshore applications.


If you are an ambitious sales professional with a passion for the maritime industry and a strong presence in **France** and/or **French-speaking markets**, we would love to hear from you!

Apply today and set sail with us at SCHOTTEL!

SCHOTTEL – Powering the World’s Seas.



SCHOTTEL Nederland BV

 11-50 employees

 Engines and Power Transmission Equipment Manufacturing

Welcome on board!

Our passion is controllable propulsion and manoeuvring systems as well as complete propulsion systems for ships of all types and sizes. The innovative system...

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