**Position: Internal Sales**

**About OMRON**

Omron Corporation (Omron), established in 1933, is a leading, innovative multinational with more than 39,000 employees in 44 countries. Omron specialises in the development, production, distribution, marketing, and sales of products and services in various industries, including automation, electronic components, and healthcare.

OMRON Electronic Components is now recruiting a highly motivated Internal Sales Engineer to join our team in Paris, France.

**Purpose of the role**

To interact by telephone, e-mail and occasional visit with customers, prospects, distributors, and internally to obtain, maintain, and develop business and meet sales targets according to company guidelines. With maximum travel of 20% (Averaged per year.)

**Summary Of Duties And Responsibilities**

* Promote solutions; offer alternatives and best fitting of company components to customers.
* Work in the close loop with Marketing team and Japan BU to give the best possible technical support.
* Input detailed information for the budgeting process.
* Achieve the agreed direct and POS budgets and other financial targets.
* Execute company quality policies and procedures and JSOX compliance.
* Conduct Sales calls and occasional customer visits for project management and/or product promotion.
* Prepare monthly sales reports by collecting, analysing and summarizing information and submit same on a timely basis.
* Support Sales team and working collaboratively and respond to opportunities/requests for quotations.
* Generate and collate market intelligence on customers/competitors/products.
* Keep existing contracts and Price Agreements up to date.

**Required Education, Specific Knowledge, Skills And Experience**

* Advanced Technician or equivalent
* Being familiar with and understand industry trends, market activities and competitive landscapes in the electronics and mechanical components business.
* Continually grow knowledge base by attending educational workshops, reviewing professional publications, maintaining and growing professional contact networks, benchmarking state-of-the-art practices and participating in professional trade associations.
* Good knowledge of customer, company and competitor’s products and applications.
* Be capable of listening to customer needs and transferring them to an Omron Solution. If needed, work closely with Sales, Marketing and all Omron Engineering teams to build the best Omron solution.
* Good knowledge of MS Excel, Word and Powerpoint.
* Good knowledge of internal computer software (E-Sales, CRM Systems).
* Proficient in local language and good English skills (+ any other European language).
* Ability to use non-product price elements in negotiations and to work independently.
* Well-organized, structured, good communicator, analytical thinker, self-motivated, target-driven and ambitious.

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