



Business Development Representative

Company Description: Offering a wide range of optical fibers products as well as fiber laser modules for high power lasers, CorActive is distinguished by its fibers for telecom and for pulsed lasers and its expertise in the multi-kilowatt laser. We cover the telecommunications market as well as the industrial material processing, the marking and the medical domains. CorActive works in an ever-changing industry where new challenges are constant and multiple. At CorActive, we rely on dynamism and innovation, while advocating a friendly work environment focused on the autonomy of employees. Led by passionate managers, our experienced and dedicated team (including several employees in position since the founding of the company) contribute greatly to the success of CorActive.

Main Functions :

The incumbent is responsible for developing the assigned territory by promoting CorActive's solutions to new clients and seizing new business opportunities from existing clients.

- ❖ Actively search for and convert new business opportunities by identifying the needs of existing and potential customers, following industry market trends and discovering new sales opportunities. This will include customer presentations as well as telephone prospecting on the designated territory.
- ❖ Develop and implement a marketing strategy for each of the accounts under its responsibility that are aligned with the company's growth strategy.
- ❖ Negotiate commercial agreements with clients in order to meet corporate objectives.
- ❖ Manage the existing customer account database through regular customer contacts.
- ❖ Perform the technical and commercial qualification, looking for the requested information from qualified internal resources.
- ❖ Send the technical documentation to the customers.
- ❖ Submit price offers to prospects.
- ❖ Track quotations and document tracking in the CRM.
- ❖ Provide excellent customer service to strategic accounts, resolve customer issues and provide after-sales support with the assistance of internal sales support.
- ❖ Respond to all Key Performance Indicators (KPI).
- ❖ Make sales presentations to clients.
- ❖ Attend trade shows, seminars, training events or other related events, on request and as needed.
- ❖ Provide reports to the Sales Manager on his activities and new sales leads.
- ❖ Participate in the preparation of annual budgets for his territory.

To Apply : CorActive offre des conditions avantageuses (salaires compétitifs, horaires flexibles, conciliation travail-famille, assurances collectives payées majoritairement par l'employeur, etc.). Les candidats qualifiés sont encouragés à appliquer en nous faisant parvenir leur curriculum vitae à l'adresse suivante : ressources.humaines@coractive.com

Required Profile :

- ❖ College Studies in a related field in sales or administration (DEC)
- ❖ At least three to five years' experience in sales

- ❖ Practical knowledge of sales approaches and techniques.
- ❖ Knowledge of CRM principles
- ❖ Computer knowledge(Office suite, database, ease with integration of computer basics
- ❖ Readiness for long-distance travel in its territory (approximately 25%)
- ❖ Bilingual (French / English)