Isitec International

https://isitec-international.com/job/experienced-key-account-sales-engineer/

Experienced key account sales engineer

Hiring organization
Isitec International

Date posted
July 8, 2025

Description

As part of the commercial development of its “General Services” Business Unit, ISITEC INTERNATIONAL is recruiting an experienced Key Account Sales Engineer to reinforce the promotion of its leading software solution ISITRAC 360, dedicated to the traceability of sensitive flows in companies.

Responsibilities

Prospecting and business development

- Identify new business opportunities (key accounts, ETIs, public authorities)
- Implement a targeted prospecting plan in line with the marketing plan and ongoing campaigns
- Qualify incoming leads and transform them into projects
- Build appropriate technical-commercial offers
- Manage the entire sales cycle up to closing
- Monitor prospecting KPIs and report market information
- Develop and lead a network of facility managers (Atalian, ONET, Vinci Facilities, Samsic etc.)
- Manage and retain key accounts
- Ensure the commercial and contractual follow-up of existing key accounts
- Identify additional sales opportunities (upsell/cross-sell)
- Strengthen links with customer contacts (General Services, Purchasing, IT, CSR, etc.)
- Ensure the satisfaction and loyalty of strategic customers
- Participate in monitoring or steering committees with customers

Project follow-up

- Ensure that internal teams fully understand customer needs
- Ensure that deployment deadlines are met and that customers are satisfied
- Participate in scoping phases to ensure a smooth transition between pre-sales and implementation
- Participate in project monitoring and steering committees

Qualifications

- Successful experience (5-10 years minimum) in selling complex BtoB software solutions or in a SaaS environment
- Excellent command of long-cycle sales to key accounts
- Proficiency in the use of a customer relationship management (CRM) tool
- English B2
- Strong prospecting skills, a taste for the field, ability to open up new accounts
- Good interpersonal skills and political sense for dealing with high-level contacts
- Ability to work as part of a team with the design office, developers and marketing
- Rigorous, autonomous, structured mindset

Job Benefits

- Position based: Lyon or Paris
- Regular travel in Île-de-France and the regions (all of France)
- Possibility of international travel
- Compensation: fixed + attractive variable according to experience and training
- High-performance company mutual insurance
- Supply of a software solution package to assist the employee with sales tasks
- Possibility of a company car

Contacts
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More information on the offer ? –> 06 50 85 40 86