

Distribution network manager

Minuit Une, a French pioneer in the lighting industry, is recognized for its groundbreaking IVL lighting technology. Since our foundation in 2013, we've been unwavering in our commitment to design, develop, and manufacture new solutions that provide immersive and efficient lighting experiences. Our technology, even with a limited number of units, can achieve the most desired outcomes in light shows, catering to the needs of mid-sized venues today and ready for the challenges of tomorrow. Our international growth is a clear testament to our success and the growing demand for our innovative products. As a team of passionate professionals, we cultivate a culture of creativity, collaboration, and continuous development. Join us as we continue to shape the future of lighting technology.

We are pleased to announce an exciting opportunity to join our team as a Distribution network manager. As an innovative leading company in the lighting industry, we are expanding our operations and seeking a dynamic individual to manage our distributor relationships and drive business growth. You will work closely and under the direction of one of the founders, who serves as the international sales director.

Responsibilities :

- Manage and nurture relationships with our exclusive distributors in assigned territories/countries.
- Serve as the primary point of contact for our distributors, ensuring clear and effective communication channels.
- Develop and implement strategic plans to optimize distributor performance, increase sales, and achieve business objectives.
- Collaborate with distributors to understand their needs, provide product knowledge, support, and training to enhance their sales capabilities.
- Regularly monitor distributor performance, sales activities, and market trends to identify growth opportunities and address challenges.
- Conduct regular business reviews with distributors, analyzing sales data, forecasting, and market insights to drive strategic decision-making.
- Work closely with internal teams such as sales, marketing, and product development to align distributor activities with company strategies and objectives.
- Drive new distributor acquisitions in untapped territories to expand our market reach and maximize sales potential.
- Stay updated on industry trends, competitor activities, and emerging market dynamics to anticipate changes and proactively adapt strategies.

Profile :

- Bachelor's degree in business, marketing, or a related field. Minimum of 10 years of experience in a sales-related role.
- Proven experience in distributor management, relationship management, or sales management.
- Strong understanding of international markets, distribution channels, and business dynamics.
- Excellent communication, negotiation, and interpersonal skills to build and maintain effective relationships with distributors.
- Demonstrated ability to drive sales growth, meet targets, and deliver results.
- Analytical mindset with the ability to interpret sales data, market trends, and competitor insights.
- Self-motivated and proactive, with the ability to work independently and as part of a team.

- Flexibility to travel as required to meet with distributors and attend industry events.
- Fluency in English is mandatory.
- Strong experience in creating reporting tools, pipelines, and forecasts.
- Knowledge of the lighting industry is not a prerequisite but could be a significant advantage.

Position Details :

- Permanent contract.
- Compensation based on experience, with qualitative and quantitative performance bonuses to be defined.
- Managerial position.
- Position based in our offices in Romainville, metro Bobigny-Pantin-Raymon Queneau
- National and international travel required.

To apply, please send your resume, cover letter, and any other relevant documents to:

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HR officer
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