



Business Developer

Lynxter is a rapidly growing company with 30 employees. As experts in additive manufacturing, we design and market industrial 3D printers in France and internationally. The company offers innovative products as well as support and training services. It operates in various sectors, including aerospace, medical, automotive, luxury, and R&D.

As part of our international expansion, we are looking for a **Technical Sales Representative based in Germany** to develop our business in this strategic market, with the possibility of progressing towards the creation and management of a local subsidiary.

YOUR MISSIONS

Reporting to the sales team, you are the brand's representative in Germany and contribute to the development of the customer portfolio. Your main responsibilities include:

- Prospect and identify new business opportunities with industrial companies, design offices, research centers, and universities.
- Present our technical solutions and advise clients based on their needs (customer visits, trade shows, live demos).
- Prepare and execute commercial offers for our products and services after analyzing customer needs and conducting technical tests with our Application Center.
- Develop our offering in collaboration with the product development team and Application Center according to the overall strategy.
- Gather market insights and provide structured reporting to management.
- Contribute to the creation of communication content on applications in collaboration with the communication/marketing team.
- Support the establishment and development of a local structure (subsidiary or sales office) based on market growth.
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PROFIL

- Strong autonomy and dynamism
- Strong interpersonal skills and a taste for challenges to develop a high-potential market
- Interest in industrial sectors, with the ability to negotiate long sales cycles
- Mastery of sales techniques and customer retention strategies
- Proven experience in B2B sales within an industrial sector, ideally in 3D printing, additive manufacturing, or elastomer solutions sales
- Master's level, with 5 years of experience in a similar role preferred
- Ability to work remotely while maintaining constant communication with the headquarters in France
- Required languages: German (native language) and English; French is a plus
- Tools: ERP (Business Central), CRM (HubSpot), Microsoft Office Suite





WHY JOIN US ?

- Young, dynamic, and passionate team
- A key position for the development of our business in Germany
- An innovative and fast-growing company
- A compensation package including a fixed salary and an attractive performance-based variable

Localisation : Germany – 100%home office with regular business trips.

Type of contract: Permanent contract (CDI) with an attractive package.

Availability: As soon as possible.

#teamspirit # Audacity #3Dprinting #openminded

You want to join the team ?
Send your application now to job@lynxter.fr

