

**Job offer: Inside Sales Representative**

**Date: 26/03/02**

## Company Overview

TEXYS is an innovative SME from the Nièvre region, founded nearly 25 years ago, with its headquarters based in Varennes-Vauzelles, Nièvre. The company now has more than 45 employees spread across 5 sites: Varennes-Vauzelles, Nevers and Paris (France), Indianapolis (USA), Karlsruhe (Germany), and has a broad export customer base.

TEXYS is recognized for its expertise in various technologies: infrared temperature measurement, fiber optic sensors, strain measurement, wireless RF communication, signal conditioning, etc. Texys has recently expanded its field of expertise with fiber optic measurement technologies and integrated Bragg grating networks, respectively through the brands Optel-Texys and LGS by Texys. We design, develop, manufacture, and market our wide range of TEXENSE® sensors for embedded measurement and monitoring. Our products and services are widely used in various industries: motorsport (notably Formula 1™, NASCAR™, Indycar™, Moto GP™, Endurance and Rally), aeronautics, aerospace, automotive (manufacturers and suppliers), marine, shipbuilding and rail.

As part of this expansion, TEXYS America is looking for an **Inside Sales Representative**.

## Qualifications

### Education

Associate degree in Engineering Technology or related field. Equivalent relevant experience and demonstrated technical aptitude will be considered.

### Experience

- 2–5 years of B2B technical or motorsport, automotive or industrial sales experience.
- Experience managing short sales cycles and project-based opportunities.

## Position & Responsibilities

Texys America is seeking a driven and technically curious Inside Sales Representative to manage and close sales opportunities in a fast-paced industrial manufacturing environment. You will also support external sales and management with sales related tasks. This internally focused role supports revenue growth through ownership of short- and mid-cycle opportunities and close collaboration with engineering, operations, and the external sales team. Reports to the Sales Manager. Opportunity for external sales growth.

## Skills Required

### Sales & Revenue Generation

- Own and close assigned sales opportunities (2–3 weeks to 3–6 months).

- Respond to inbound inquiries and follow up on qualified leads.
- Conduct discovery discussions to understand technical and commercial needs.
- Prepare accurate quotations and proposals aligned with pricing guidelines.
- Negotiate pricing and delivery schedules within delegated authority.
- Maintain ownership through order placement and operational handoff.

### Technical & Commercial Support

- Translate customer requirements into technical solutions.
- Review specifications and schematics for alignment.
- Coordinate with engineering and supply chain for feasibility and lead times.
- Issue Sales Order Acknowledgements.
- RMA ownership.

### Account & Relationship Management

- Maintain strong customer relationships.
- Support repeat business and project extensions.
- Identify upsell and cross-sell opportunities.

### Systems, Process & Reporting

- Maintain accurate CRM records.
- Track pipeline and forecasts.
- Follow established approval workflows.

## Contract Type

The position is offered on a permanent contract (CDI) – starting as soon as possible.

## Compensation Structure

**Base Salary:** Competitive, commensurate with experience. Variable

**Compensation:** Commission based on revenue, margin, and strategic account growth. Performance Incentives: Annual target-based bonus structure.

**Travel Reimbursement:** Company-paid travel expenses per policy.

**Benefits:** Health insurance, retirement plan, paid time off, and professional development support. Compensation plans are subject to annual review and individual agreement.

## Equal Opportunity Statement

Texys America is an Equal Opportunity Employer. Employment decisions are based on qualifications, merit, and business needs without regard to any protected status.

## Contact

TEXYS America

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