



We are celduc®

celduc® relais · since 1964 · 100% made in France

Sales Manager Europe (M/F)

Le 11/06/2026

You sell the future of switching. We give you a continent.

Permanent contract · Field-based across Europe · Reporting to the Sales Director (France)

WHO WE ARE

Since 1964, **celduc® relais** has been designing and manufacturing high-reliability Solid State Relays (SSRs), magnetic sensors, reed relays and switches. From our highly automated factory in Sorbiers, near Lyon, we produce millions of relays every year, proudly “100% made in France.”

With nearly 200 people across 4 countries and 3 continents, and a footprint in close to 60 countries, our technology quietly powers some of the most demanding applications on the planet: industrial heating and temperature control, motor control, renewable energy, railway, medical equipment and beyond.

Our promise to customers is simple: durability, customization and zero-maintenance switching. Once installed, our devices keep machines running, almost indefinitely. That reliability is why partners across the world trust the celduc® name.

WHY THIS ROLE EXISTS

We are expanding! and we want to be closer to the partners and customers who rely on us. We are opening **several Sales Manager positions across different European territories**. The scope is generalist by design: we will not let borders limit the right talent, and we are equally keen to brace markets such as Germany, Italy, and Nordics countries.

Reporting directly to the Sales Director in France, you will be the face of celduc® in your region, growing our business, deepening relationships, and turning technical excellence into partnerships.

WHAT YOU WILL DO

- Identify and analyze customer pain points to inform commercial strategy and solution positioning.
- Drive revenue growth within your territory in alignment with volume and margin objectives set by management.
- Develop a structured prospecting plan, secure validation from the Sales Director, and execute it with discipline and consistency.
- Prospect, negotiate, and sell solutions tailored to customer technical requirements, promoting our product quality, technical value, and full compliance with applicable standards.
- Act as a commercial ambassador for celduc®, promoting the brand through marketing initiatives and in-person presence at distributor and agent locations across your region.
- Conduct regular customer visits and distribution network audits to strengthen partnerships and accelerate business development.
- Monitor market trends and competitive dynamics, and recommend strategic priorities and growth opportunities to the Sales Director.
- Continuously enhance your technical expertise in collaboration with the design office and R&D teams.
- Oversee pre-sales and after-sales activities, including customer feedback analysis and support for timely payment collection.
- Provide accurate and structured commercial reporting to management.
- Manage and optimize the communication and advertising budget allocated to your territory.



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WHO YOU ARE

- A Master's-level (Bac+5) technical-sales profile or equivalent. Comfortable where engineering meets the deal.
- Strong command of sales and negotiation techniques, with genuine technical curiosity for the products you sell.
- An excellent communicator who builds trust quickly, on the road and across cultures.
- Fluent in English; an additional European language (German, Italian, Spanish...) is a real asset.
- Mobile, autonomous, and above all, thirsty for international challenges.

WHAT WE OFFER

- ✓ An attractive package, fixed plus performance-based variable tailored to your profile and competences.
- ✓ Real ownership of a European territory and a direct line to the Sales Director.
- ✓ A flat, agile, family-spirited French manufacturer where your results are visible and rewarded.
- ✓ The pride of selling reliable, sustainable, 100% French-made technology that customers keep coming back for.

READY FOR THE CHALLENGE ? Send your application and let's talk about the territory that fits you best.
celduc® relais is an equal-opportunity employer.

Send an e-mail at job@celduc.com or apply at <https://www.celduc-relais.com/fr/carriere/>