



With 1,550 employees worldwide, Lectra serves 20,000 customers in more than 100 countries operating in a broad array of major global market sectors including fashion (apparel, accessories, footwear), automotive (car seats and interiors, airbags), and furniture, as well as a wide variety of other industries, such as the aeronautical and marine industries, wind power, personal protective equipment, etc.

Lectra draws its strength from its passion for innovation and the long-term value-creating relationships it maintains with its customers. Lectra technologies enable them to face the growing demand for rapid turnover of models, to display ever greater creativity and flexibility, and to produce faster, better, and at lower cost, in order to be more competitive. Lectra offers value-added solutions geared to the specific needs of each sector within an extended-enterprise context, facilitating collaborative work and secure data exchanges.

For the fashion market, Lectra's array of competencies spans the entire value chain, integrating process optimization and collection lifecycle management. Lectra is uniquely positioned on the Product Lifecycle Management (PLM) market thanks to its solution specifically designed for the fashion industries, backed by its expertise built on several decades of shared experience with its customers. Founded in 1973 and based in France, Lectra is listed on Euronext Paris.

Please visit www.lectra.com for more information and discover our job opportunities.

The Lectra **Sweden** team, based in Boras, is looking for its new:

ACCOUNT MANAGER (F/M)

Mission:

You will **develop with dynamism the sales of projects and added value solutions to customers** using various combinations of the Lectra's very broad products and services portfolio (software, equipment, training, consulting, services contracts...).

Your main objectives will be to aggressively develop the business by:

- **Strengthening the existing business** ensuring a close customer relationship
- **Increasing market share on all markets**
- **Maintaining a documented pipeline of opportunities** and providing accurate reporting and communication to the management team
- **Managing efficiently the sales cycle of added value propositions** from lead to negotiation and closing
- **Developing an extensive knowledge base of all the local apparel/fashion/furniture industry**

You will work closely together with the different teams (management, marketing, pre-sales, and telesales) to build and execute the subsidiary strategy.

Profile:

- At least **5 years experience in direct sales of high value solutions**, preferably in High Technology / IT / Software sectors
- Proven ability to identify, develop and sell project opportunities involving top managers and leaders in international organizations
- Knowledge of the Fashion manufacturing and retailing business will be appreciated
- **Winner mentality** and result driven
- Ability to cope with constant pressure (without compromising standards) by being well organized and planning time well
- First class communication and presentation skills
- Good command of CRM tool and of basic computer skills (Microsoft Office)
- Fluency in English is required

What we can offer you:

- A full-time job with responsibility and the opportunity to grow
- A pleasant and friendly work environment
- A multi-cultural environment and an international group that offers growth potential for “top gun” and high potential

Are you interested?

If you are looking for an exciting **opportunity to work in a fast moving, dynamic and multicultural environment**, and if you like team spirit, please do not hesitate to send your application, including your starting date and your salary expectations, directly to Lectra Northern Europe by e-mail on the following e-mail address: hr.northeurope@lectra.com