

# SubWAVE Business Development Manager EUROPE

## Permanent contract

**Syntony GNSS** is a human-sized company with an international dimension, based in Toulouse and labeled **FrenchTech**, specializing in **satellite navigation systems** (GNSS). **Since our recent integration into the Safran Group, we have entered a new phase of growth that combines the agility and innovative spirit of an SME with the solidity and global reach of a major industrial leader.** Together, we are helping to shape the future of resilient NWP technologies.

Our ambition: To provide our customers with relevant, innovative, reliable and robust solutions.

World leaders in radio navigation and embedded systems, we are present in fast-growing markets, such as aeronautics, space, road and rail transport, mining and IoT (Internet of Things). We have developed a range of products (simulators, receivers, indoor/outdoor location systems) that meet the growing needs of these industries.

Keysight, Airbus, Airbus Constellation, Hitachi Rail, Thales Alenia Space, Honeywell, Rockwell, MDA, or the Stockholm, New York and Toronto metros... So many partners who trust us and push us to always go further.

With passion, we constantly evolve our solutions to anticipate their needs and perfect our know-how.

At Syntony, we offer a pleasant and stimulating work environment, where the quality of life at work and the availability of our employees promote fulfillment and collaboration. Intellectual stimulation is omnipresent through innovative and varied projects.

We work on a variety of subjects, ranging from aeronautics to space, transport, mining and the environment.

Thus, Syntony vibrates around three fundamental values:

### **Benevolence:**

Together, we cultivate listening, respect and empathy in our interactions, while also valuing the multiculturalism that enriches our exchanges.

We contribute to a positive environment where everyone feels valued and supported. We enrich each other by building strong relationships, both internally and externally.

### **Excellence:**

Together, we strive for excellence in everything we do. Through our commitment, our high standards and our sense of responsibility, we guarantee quality, efficiency and performance. It is through our collective rigour that we meet challenges and provide sustainable solutions.

#### **Adaptability:**

Together, we are flexible in the face of the changes around us.

By combining creativity, collaboration and resilience, we find innovative solutions and move forward efficiently. Our agility allows us to evolve in line with our environment.

Join us and grow in a caring environment where your ideas take flight and your contributions strengthen the company's synergy.

## **The Context**

As part of our European expansion – and now with the support of the Safran group – we are strengthening our sales team to accelerate SubWAVE's market penetration in Europe.

SubWAVE is Syntony's solution dedicated to confined environments (including tunnels) to ensure the continuity and reliability of GNSS positioning. It is mainly aimed at the rail and road markets, with opportunities also in the mining sector.

## **What you'll accomplish with Syntony GNSS**

Reporting directly to the Sales Director & Director of the SubWAVE range, you will join the team to become, in the long term, **the SubWAVE Business Development Manager in Europe (excluding France)**.

Initially, you will be trained directly by the Sales Director & SubWAVE Director, with a field immersion with European prospects and partners, in order to master:

- In-depth understanding of customer issues (rail, road, mining)
- The Demonstration of the Value of SubWAVE
- Price and ROI arguments
- Structuring complex offers
- Contract negotiation
- Closing long-cycle projects

Eventually, you will independently manage the SubWAVE commercial activity on your perimeter.

**🎯 Your main missions:**

**1. Business development Europe (excluding France)**

- Identify and prioritize strategic markets and accounts
- Actively prospecting (operators, integrators, manufacturers, authorities, etc.)
- Organize and conduct customer meetings in Europe
- Build and maintain a robust pipeline
- Manage sales cycles (often long and complex)
- Develop commercial proposals in conjunction with the technical teams
- Negotiate and close contracts

**2. Structuring of project ecosystems**

- Identify and develop the right integration partners for different projects
- Build joint offers (integrators, local partners, extended consortia)
- Coordinate responses to calls for tenders
- Ensure the technical and commercial alignment of partners

**3. Collaboration with Safran entities in Europe**

- Identify the relevant Safran subsidiaries for the development of SubWAVE
- Train them on the SubWAVE Value Proposition
- Accompanying them in customer meetings
- Helping them integrate SubWAVE into their portfolio of offerings
- Develop intra-group commercial synergies

#### 4. Reporting & Strategy

- Participate in the definition of the European sales strategy
- Ensure regular reporting (pipeline, forecast, risks, opportunities)
- Feedback market signals to adapt the offer

#### The key skills we are looking for

- Strong ability to understand complex technical systems
- Excellent ability to convince and negotiate
- Mastery of sales in a multi-stakeholder environment
- Ability to structure complex offers
- Autonomy and entrepreneurial spirit
- Intercultural fluency
- Fluent English imperative (other popular European language)

#### About you

Graduated from an engineering school supplemented by a training in Business Development, you have at least 5 years of successful experience in B2B sales in complex technical environments (technological solutions, embedded systems, infrastructures) in long cycles. Knowledge of the rail, road or mining sectors is highly valued.

Your interpersonal skills, your perseverance and your ability to convince give you an ability to "close" and to follow through on deals while being resolutely focused on customer satisfaction and results. Your collaborative mindset allows you to work closely with the technical teams and entities of the group to ensure the consistency and success of projects.

## ✦ What we offer you

- A strategic role in SubWAVE's European development
- A gradual ramp-up to a role as SubWAVE's Business Development Manager in Europe
- Strong customer and international exposure
- Direct collaboration with sales and product teams
- A stimulating environment within the Safran Group

Ready to get on board with us? 🚀 ✦ Send us your CV and a short letter or a few lines about your motivation under the reference ENG-660-FR to [jobs@syntony.fr](mailto:jobs@syntony.fr) or apply directly from [the career page of our website](#).