

Development Manager Commercial International GNSS Receivers & Simulators

Permanent contract based in Toulouse

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 growth – and now with the support of the Safran group – we are strengthening our sales team to develop the sales of our solutions and are looking for **an International Business Development Manager for GNSS Simulators & Receivers.**

What you'll accomplish with Syntony GNSS

Reporting directly to the Sales Director, you will join the sales team in order to participate in the development of commercial activity related to GNSS solutions (embedded receivers, rugged equipment, simulators) with civil and defense customers. You will be responsible for acquiring new accounts, managing the existing portfolio and growing our presence in international markets.

Your main missions:

- Identify, target and prospect new customers in the aeronautics, space, defense, transport, drones sectors.
- Develop a qualified pipeline and ensure rigorous follow-up of opportunities
- Monitor and retain a portfolio of strategic customers.
- Understand customers' technical needs and translate them into tailored solutions.
- Write commercial offers based on the expertise and contributions of the technical teams.
- Provide demonstrations of GNSS receivers and simulators.
- Lead the entire sales cycle, from qualification to closing.
- Represent the company at trade fairs, conferences and workshops.
- Participate in the definition of the commercial strategy
- Ensure regular reporting (pipeline, forecast, risks, opportunities)
- Feedback market signals to adapt the offer

The key skills we are looking for

- Knowledge of GNSS technologies and applications.
- Understanding of embedded environments.
- Ability to manage sales associated with complex systems.
- Excellent ability to convince and negotiate
- Ability to structure complex offers
- Using a CRM in Customer Relationship Management
- 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 (GNSS, embedded systems, Radio-Frequencies). Knowledge of the aeronautics, space or defence sectors is sought.

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:

- A strategic role with a high degree of autonomy
- High value-added technological solutions
- An international exhibition
- A stimulating environment between innovation, aerospace and defence
- 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 on your motivation under the reference ENG-662-EN to jobs@syntony.fr or apply directly from [the career page of our website](#).