

## Business Line Manager – Topography

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YellowScan designs, develops, and manufactures mapping sensors for professional drone applications. Fully integrated, ultra-lightweight, and easy to use, these highly automated sensors are used by customers worldwide across various fields: surveying, environmental research, archaeology, civil engineering, and mining.

Strongly committed to customer satisfaction, we strive to deliver the highest levels of performance, quality, and reliability in our products and services. To rapidly expand our global business, we are actively seeking top talent to strengthen our team.

We are currently looking to hire a **Business Line Manager – Topography**, a true business referent for the topographic product line, acting as a key interface between Sales, Marketing, and Regional Management teams.

Position based in Saint-Clément-de-Rivière (near Montpellier), France, available as soon as possible, or fully remote with occasional on-site visits.

### Responsibilities :

In line with the company's Sales and Marketing strategy, the Field of Business Manager – Topography leads and coordinates the global development of the topographic product line to ensure performance, growth, and strong market positioning.

Working cross-functionally with Regional Sales Directors, Sales teams, and Marketing, you will define the deployment strategy and ensure alignment of business actions across all regions.

Your responsibilities will include :

- Defining and deploying the development strategy for the topographic business line by identifying high-potential markets, segments, and applications
- Defining direct and indirect go-to-market strategies depending on target markets and ensuring strong competitive positioning

### Contact

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### Address

525 Avenue Saint-Sauveur du Pin  
34980 Saint-Clément-De-Rivière  
France

### Company

SAS au capital de 157 342 €  
SIRET: 813 091 543 00021  
TVA : FR24813091543

- Ensuring the overall performance of the business line globally and maintaining consistency across regions
- Driving commercial performance (revenue, pipeline, conversion rates)
- Actively contributing to the development, management, and optimization of the sales pipeline via CRM (HubSpot)
- Identifying performance gaps and implementing corrective actions to support growth
- Supporting Sales teams and Regional Sales Directors on strategic opportunities
- Providing expertise on complex, high-value deals
- Contributing to the development and management of strategic accounts
- Supporting Regional Sales Directors during key customer meetings
- Coordinating Sales and Marketing activities with regional teams to ensure global alignment
- Working closely with Sales (regions, Account Managers, distributors, OEMs) and Marketing (GTM strategy, campaigns, content)
- Collaborating with the Product Strategy Manager for product launches
- Contributing to Go-to-Market strategy and preparing Sales teams (training, tools, messaging)
- Helping accelerate time-to-revenue for new offerings
- Defining and evolving the value proposition based on use cases and customer needs
- Contributing to the transition toward solution-oriented selling (solution selling)
- Conducting competitive intelligence and analyzing market trends
- Identifying customer needs and translating insights into business opportunities
- Sharing customer feedback and field insights with Product teams
- Ensuring proper deployment and compliance with sales processes
- Contributing to continuous improvement of sales methods and tools
- Evaluating and optimizing distributor performance and sales channels
- Identifying and participating in strategic trade shows and events with Regional Sales Directors
- Representing the business line to customers and partners

## Education & Experience :

- Engineering degree, business school degree, or equivalent (technical + business background)
- Expertise in topography and/or geospatial field preferred
- Minimum of 5 years of experience in business development, sales development, or similar roles
- Fluent English required
- Strong understanding of technical products related to geomatics/topography

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- Experience in an international environment is essential
- Proficiency in CRM tools (ideally HubSpot)
- Strong knowledge of sales processes and pipeline management

**Profile :**

- Leadership and ability to influence cross-functional teams (without direct hierarchical management)
- Strong business and results-oriented mindset
- Excellent analytical and organizational skills
- Ability to define a strategic vision and translate it into operational actions
- Strong interpersonal and influencing skills with diverse stakeholders (Sales, Marketing, Leadership)
- Proactive mindset with ability to identify growth opportunities
- Ability to work in an international and multicultural environment
- Willingness to travel internationally (minimum 50% of the time)
- Team-oriented mindset and collaborative spirit

**About YellowScan :**

- Fast-growing international company
- Participative organization with a positive and supportive work environment
- Office located near of Montpellier, in an environment ideal for outdoor activities (running, mountain biking, football, fitness, table tennis, pétanque)
- Meal vouchers (SWILE card)
- Sports activities offered by the works council: badminton, tennis, swimming, climbing, gym, football, and running (relay sponsorship)
- Green mobility bonus
- Profit-sharing bonus
- Health insurance and provident coverage fully paid by the company
- 37-hour work week with 12 additional days off (RTT) per year

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