

Regional Sales Director - EMEA.

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.

To strengthen our operations, we are recruiting a **Regional Sales Director - EMEA** to develop and structure commercial activities in the region.

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

Responsibilities :

The Regional Sales Director - EMEA for YellowScan will be responsible for defining and executing the commercial strategy for the EMEA market. Working closely with the Chief Commercial & Marketing Officer – International, this person will manage the reseller and distributor network, develop key accounts, and directly contribute to revenue growth.

This role requires a balance of strategic thinking and operational action: the ideal candidate must be capable of designing a long-term market development plan while also being on the ground, meeting customers, demonstrating products, and closing deals.

Your responsibilities will include:

Sales Strategy & Market Development

- Co-define the EMEA sales strategy with the Chief Commercial & Marketing Officer
- Analyze the UAV, LiDAR, and geospatial market to identify new segments, growth opportunities, and

Contact

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Address

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34980 Saint-Clément-De-Rivière
France

Company

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

competitive positioning

- Build and maintain a robust sales pipeline aligned with company objectives

Channel Management

- Manage, support, and develop YellowScan's network of resellers and distributors in the EMEA region
- Evaluate partner performance and implement corrective measures when needed
- Recruit new channel partners to strengthen YellowScan's market coverage
- Ensures the operational deployment and monitoring of agreements with drone manufacturers

Key Account Development

- Identify, approach, and develop strategic accounts across industries such as surveying, construction, infrastructure, forestry, energy, and defense
- Conduct product presentations, demonstrations, and follow-up meetings
- Lead negotiation and deal-closing activities with major customers

Field Sales Execution

- Organize demonstrations, roadshows, and customer events to promote YellowScan solutions
- Travel regularly across the EMEA region to support partners and meet end-users
- Represent YellowScan at trade shows, conferences, and professional events

Reporting & Coordination

- Provide accurate sales forecasts, pipeline updates, and market insights to management
- Work closely with marketing, technical support, and product teams (locally and globally)
- Ensure high customer satisfaction and smooth coordination during pre-sales and post-sales phases

Education & Experience :

- Minimum 5 years of experience in sales management, preferably in UAV, LiDAR, surveying, geospatial technologies, or high-tech B2B
- Proven track record of defining and implementing successful sales strategies
- Proven ability to achieve or exceed revenue objectives
- Experience working in a fast-growing international environment

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- Experience managing reseller/distributor networks and developing key accounts
- Strong negotiation skills with demonstrated capability to close complex deals
- Fluent English required
- Excellent communication and presentation skills
- Willingness to travel frequently across the EMEA region

Leadership & Soft Skills :

- Strategic, analytical, and business-oriented mindset
- Hands-on, results-driven, and comfortable working in the field
- Strong interpersonal skills with the ability to build trust with partners and clients
- Entrepreneurial spirit, proactive, and strong problem-solving orientation
- Demonstrated leadership and ability to influence internal and external stakeholders

What We Offer :

- A strategic commercial role at the heart of YellowScan's expansion in EMEA, with strong visibility across the organization
- The opportunity to shape and grow the market, working closely with both the Japan subsidiary and global headquarters
- A dynamic, innovative environment centered around cutting-edge UAV-LiDAR technology
- Autonomy and ownership in defining and executing the local sales strategy
- Collaboration with international teams including Sales, Marketing, Product, R&D, and Customer Support
- Frequent interactions with leading industry players across surveying, construction, infrastructure, forestry, and government sectors
- A supportive and fast-growing company culture, focused on excellence, teamwork, and continuous improvement

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