

ES Photo is Hiring

About Us

ES Photo is a mostly-online shop for used camera equipment. We offer exclusively Canon professional cameras and lenses.

While our product range is very much narrower than a traditional camera shop, our market is much larger, with customers across the European Union.

We have a simple but effective website which has been developed in-house, along with an excellent set of tools for managing the business. And we have a strong focus on automation, which allows us to spend more time with our customers.

ES Photo is run full-time by the company founder, Erin Salmon, a New Zealander resident in Lyon since 2014, and serial entrepreneur. There are currently no other permanent staff.

The business is both profitable and fast-growing, and we have brand new offices on the way. It is time for the first hire!

What is the job?

ES Photo is a beautifully simple business: great lenses in, great lenses out. But there are still many different tasks. And since the team will technically only become one when you join it, any job at ES Photo will likely comprise many different tasks. We are open to all levels of experience, the only real requirement is a passion for photography.

We are entirely flexible as to which responsibilities would form part of the new role, and prefer to get the right person rather than the right skills. The role could be full-time or part time, and we could even create multiple smaller jobs for different people in lieu of one larger one. We will offer the job that you want.

For the right person, there is significant opportunity to learn new skills and to expand the role over time, including management responsibilities.

Here are some of the tasks we do a lot of at ES Photo, in approximate order of the time we spend on them :

Sales & Customer Service

We work primarily by phone and email, although client visits are increasing. Excellent communication skills & photographic knowledge are key.

Purchasing & Trade-Ins

We have a large database of historical sales and purchases to help guide us, but some experience in negotiation will help you judge when to push a little and when to accept.

Pre-Sales Tasks

We test, clean and photograph every product that comes in. Occasionally we make minor repairs in-house, or send a lens away for more significant work.

Once ready for sale, we write a detailed description in both French and English, and we set the price for the item based on its condition and past sales.

Product Photography

Our product photography is highly standardised. We are not looking for creativity, but rather repeatability, consistency, quality and efficiency. We plan further automation.

Management, Technical, and IT

If you have experience in company management, optical or electrical engineering, automation, web development, or information technology, these are all skills that we value as well.

Languages & General Skills

Full professional fluency in either French or English is required, with both being ideal. Other languages are very welcome, with German high on our list, followed by those spoken by France's other neighbours and the wider EU.

Outstanding communication skills will be highly valued, along with diligence and professionalism. Commercial experience in sales, purchasing and negotiation would be helpful in many areas.

Of course, we also want intelligence, initiative, a good work ethic, creativity, motivation, a sense of humour, excellent time management, familiarity with the usual bits of software, a lack of spelling mistakes, and a friendly smile!

Where?

ES Photo has just purchased premises in Lyon 7th which we will renovate before moving in around May or June 2022. Any mixture of remote and in-person working which is compatible with the nature of the responsibilities included in the role is welcome.

Why work for us?

We sell the very best cameras and lenses. These products sell themselves and we do not have to push. Our customers photograph Iberian Lynxes and Siberian Tigers, the Olympic Games, President Macron, and their children growing up. Many of our customers are fulfilling a dream when they buy from us, and customer satisfaction is stratospheric.

To work in sales in these conditions is a real pleasure.

Working at ES Photo is an opportunity to learn a lot about photography, in particular the more technical aspects.

We would also encourage you to play with the latest super-telephoto lenses, tilt-shift lenses, and other marvels. You need to know the products to be able to sell them.

The business is small. We'll definitely notice that you're here.

ES Photo is stable, profitable, debt-free, and generates enough cash-flow to fund its own growth and new hires. The company founder has created, bought and sold several successful businesses in the past.

While we do sometimes have to work pretty hard, we mostly try to work smart. And we have real espresso but there's no foosball. If that strikes the right balance for you, and you've read this far, then you'll be pleased to hear that the remuneration will be competitive!

Ready to apply?

Please tell us what sort of job you'd like in a brief cover letter (or just an email, we aren't traditionalists), together with your CV, at erin@objectifs-occasion.fr, in French or English. You're also welcome to call any time with questions, on 07 81 16 31 06.