

International company based near Paris is looking for a **Business Development Manager**. You will be responsible for developing new business across corporate markets, capitalising on current leads and strengthening the company profile amongst blue-chip organisations. The overall objective is to achieve agreed profit and revenue growth targets for the region and this will involve prospecting, face-to-face consultancy-style sales and delivering proposals and presentations to prospective clients. As well as working closely with the EMEA Sales and Marketing team, you will have close links with operational teams and will be able to project manage team-based bids and presentations.

ROLE:

- Deliver sales growth in accordance with the overall company growth strategy
- Responsibility for the complete sales cycle, identifying key accounts and developing selling contacts with them. This involves understanding clients' strategies and requirements and developing key account plans where appropriate, to ensure that business potential is maximised
- Identifying opportunities for account penetration and new business and developing team activity plans to achieve/exceed targets
- Active participation in bids for major client contracts
- Maintaining a target pipeline and updating company CRM
- Ensure performance and ad-hoc reports are submitted to the Sales & Marketing Director EMEA in a timely manner as requested

PROFILE:

- **Fluent in French and English (verbal and written)**
- Strong solution selling from initial prospecting to solution consulting to contract agreement
- Must be able to network and build relationships in order to become a trusted advisor to clients and internal team members
- 3+ years **senior** sales experience
- Business acumen
- Contract negotiation skills
- Outstanding networking skills
- Ability to work in a fast moving, highly competitive and dynamic market
- Customer/client driven
- Solid understanding of client requirements, policies and procedures
- Experience of coordinating teams and delivering presentations at board level – internally and externally
- Strong problem solving/decision making skills
- Multi-cultural awareness & effectiveness
- Strong integrity

SALARY :

Between 50k€/pa and 60k€/pa basic according to experience + benefits