

International Sales / Business development manager Germany, Denmark, Japan, United Kingdom

Job description

Le Faou, 6th March 2018

The company:

Created in October 2008, bookBeo is a Breton start-up specialized in connecting real and virtual by developing augmented reality and artificial intelligence applications (machine learning, deep learning and chatbots). We implement innovative solutions for our customers through applications for the Web, smartphones, smart glasses, social networks, etc. Our expertise also covers many research projects in France and internationally. Our offices are located in Rennes (Ille-et-Vilaine) and Le Faou (Finistère), France.

- **Organization** We operate in agile method using Scrum method.
In order to guarantee innovative user-centric service designs, we proceed by two-week iterations with intermediate evaluation and user test phases.
We collaborate with research laboratories, start-ups and companies of all sizes from local scale to with European consortia.
- **International** We work regularly with international teams in Europe, Japan and the United States on commercial, research and development activities.

Job:

We are looking for a bilingual English-French experienced sales person, with an established network of large accounts, on a permanent contract base.

Under the responsibility of the export manager and with the support of the sales team, he or she will have as main missions :

- Identification of the right distribution channels in the targeted countries (Germany, Denmark, Japan and United Kingdom)
- Targeted prospection and commercialization of the offer dedicated to companies in the international maritime sector
- Creating a prospect database (identification / qualification / segmentation)
- Export Sales Administration (drafting specifications and commercial contracts in English)
- Management of customer projects until delivery of the application + after-sales services
- Participation in advertising campaigns organized by bookBeo (trade fairs and other commercial events)
- Contribution to the promotion of the bookBeo brand
- Translation of high level plans into objectives and action plans with measurable outcomes
- Business intelligence and benchmark to gather competitive data and market trends

Required profile:

- Excellent communication and negotiation skills in English and French (+ German ideally)
- BAC + 2 / + 5 + international experience
- Strong passion for new technologies and their uses
- Autonomy, rigor, sense of multi-tasking and remote working
- Track record of building substantial/growing profitable business partnerships
- Ability to generate qualified leads for new business and partnerships via networking

Conditions:

- CDI (permanent contract)
- Start date: March 2018
- Salary negotiable depending on profile and experience

Contact:

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