

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

Job description

Le Faou, 16th August 2018

The company:

Created in 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.

- **International** our expertise also covers many research projects in France and internationally. We work regularly with multicultural teams in Europe, Japan and the United States on commercial, research and development activities.
- **Organization** our offices are in Rennes (Ille-et-Vilaine) and Le Faou (Finistère), France. We also operate in teleworking so you can even be located in Nantes or Paris.

Job:

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

You will be part of the sales team with the export manager and the CEO.

Your main missions will be :

- Targeted prospection and commercialization of the offer dedicated to companies in the international maritime sector
- Creating a prospect database (identification / qualification / segmentation)
- Building substantial/growing profitable business partnerships, 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)
- 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
- Ability to generate qualified leads for new business and Bpartnerships via networking

Conditions:

- CDI (permanent contract)
- Start date: September 2018
- Salary negotiable depending on profile and experience
- Teleworking, location : Rennes, Nantes, Brest, Paris

Contact:

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Job Type: Permanent