

Business Developer

Pessac

We are hiring!

eShard is a global, independent company with world-class expertise in security for embedded and mobile products (including embedded software security, Trusted Execution Environment, embedded cryptography attacks). Companies like Google, Visa, NXP and other leading vendors around the world trust in us, our solutions and services. eShard ambitions to be at the forefront in cyber-security, specialising in ICs, mobile apps and backend systems.

As part of strengthening our commercial team, we are looking for a self-motivated individual able to develop the sales activity of its business line.

Are you a commercial expert with strong and tested business development skills? Do you have experience in elaborating the business development strategy together with internal resources and partners? Are you ready to participate in setting the objectives and the go to market plan? Are you ready to take part in an international, technically diverse and experienced team to continually develop the sales activity and the business with new prospects? Are you looking for a challenging yet open and agile work environment?

This position is particularly dedicated to a passionate business developer, keen to take the chance to help drive product and service roadmap and reach high customer satisfaction.

Your work and motivation will significantly contribute to eShard success.

Job description

Your day-to-day at eShard for this position

As part of our roadmap, you assess new markets for the purposes of prospecting. In doing so, you perform market research to identify new markets or targets and engage with executives to establish strategies for pursuing those new opportunities.

You analyze potential client requirements for new and prospective customers and you monitor competitor business and assist to increase revenue.

In the target of improving proposals for our new clients, you participate in a customer meeting and network with other business partners to generate new leads. In doing so, you propose to go to market strategies for each market segment.

During efficient and crisp meetings with the marcom team, you contribute to the marketing campaigns and express your marketing needs. You work closely with the Business Leader to ensure accurate sales forecasts.

You are in charge of promoting the services and products offered. You are responsible to drive the prospect activities. For this, you drive the sales promotion activities (meetup, workshops, etc) in line with the corresponding budget. You leverage the communication team to communicate them under different channels, including the website, sales and marketing presentations, white papers, brochures and other collateral as needed.

You will mainly work in Pessac, France; it's important to have a place of work to meet and hang out. Our office culture is highly technical, our organisation fairly flat and our mindset flexible. Parts of your business development activity may require interacting with customers and traveling all over the world.

You are

Within eShard, you are excited about developing your skills and knowledge in an international and highly dynamic technical environment. What describes yourself includes:

- You have strong and tested business development skills
- You have good knowledge of business strategy
- You are experienced with indirect sales
- You have the ability to understand customers' needs and translate them into action
- You have tech sensitivity
- You have demonstrated analytical skills: data analysis, study of KPIs and spirit of synthesis
- You have strong understanding of how to interpret P&L, Earnings, and Inventory reports
- You have solid interpersonal skills and advanced negotiation skills
- You are highly organized, detail-oriented and have the ability to take initiatives
- You are customer focus and federator. You are described as being responsiveness, solution oriented and proactive
- As a team player, you work well in collaborative situations and start-up environments
- You have exceptional spoken and written communication to explain your approach in English to be able to support our English speaking customers

You work in a proactive manner and make sure that everyone is engaged and works well together. You take initiatives to make sure eShard core values are enforced and consistent with the different actions and to build a strong team spirit.

Your benefits

- Competitive compensation package
- Flexible working hours, remote-friendly environment
- Strong focus on personal development
- High performance office equipment
- Comprehensive health insurance policy offering extensive medical, dental and vision care coverage
- Meal Vouchers
- Annual company outing plus snacks and drinks

About eShard

eShard is an ambitious internationally-focused company developing with a strong innovation path in cyber-security. A particular area of strength is the security expertise for embedded and mobile products (including embedded software security, Trusted Execution Environment, embedded cryptography attacks).

Our highly educated R&D teams are continuously analyzing current and potential security threats; it enables us to be at the state of the art of attacks and protection or beyond it.

We think that great software is important for security, that's why we are selling high value software that is first in class.

We help customers put the right amount of security in their product, and validate that with practical tests.

Everyone working at eShard embodies our 4 values: Excellence, Trusted, Collaborative and Disruptive. Our corporate culture is highly technical, our organisation fairly flat and our mindset flexible.

Our main office in Pessac, France has been around since 2015, but we have satellite offices in Marseille, Singapore and Germany.

eShard provides an attractive remuneration package including an incentive plan and good health insurance.

Interested?

Send your resume and motivation letter to:

career@eshard.com

Get in touch



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