

Business Developer

Alternance/Stage ▪ Pessac, France



Hello! 🙌 Are you curious, passionate and have a taste for challenges? Do you wish to develop your business skills in an innovative and multinational environment?

We are a technology startup specialized in cybersecurity - everything from mobile applications to connected devices. Our role is to provide our customers, developers and users of connected objects, the means of controlling cyber risk and ensuring their products are at the correct level of protection.

For that, we have assembled a great team of specialists, and you could be one of them!

 Desired start date: ASAP.

 The position is based in Pessac (Bordeaux).

Directly linked to the esChecker Business Developer, you will be at the forefront to develop sales of the esChecker tool both through partners and directly with major accounts.

In particular, you will be in charge of the following tasks:

- > detect and prospect reseller partners in the Europe area
- > detect and prospect large direct account customers in the Europe zone
- > present the product to prospects
- > help increase product visibility in digital
- > participate in communication and marketing strategy
- > participate in international events

You are perfect for us, if:

- > You have a Bac +3 level, and you prepare a Bac+5 type Master level in Business School with a focus on international trade.
- > You have a dynamic, enthusiastic temperament with strong interpersonal skills and team spirit.

- > You are very motivated to join a very ambitious start-up with a strong growth potential.
- > You are the engine for finding solutions and know how to expose them simply.
- > You are able to demonstrate leadership and excellent communication with different stakeholders on a daily basis.
- > You are proficient in computer tools such as Excel, Powerpoint and Google Suite.
- > You are fluent in English, spoken and written. A third language would be a plus.

Benefits:

- > Support by professionals in a cutting-edge and rapidly expanding sector of activity;
- > Dynamic working environment within a young and friendly team;
- > Flexible hours of work;
- > Space dedicated to talent development;
- > Health insurance with good medical and dental coverage;
- > Restaurant tickets supported up to 50%;
- > Annual events, snacks and drinks.

Interested? Contact us by sending your CV to career@eshard.com.