

## **Job description: Business Developer International (M/F)**

**- Position based in Saint-Etienne –**

### **Presentation of Evidence Development**

Evidence Development supports companies in their development actions by providing them with all its expertise and know-how in operational management.

Experts in different fields:

- Business Development
- Purchasing and procurement
- Marketing and strategy

### **Job description**

In collaboration with Evidence Development teams, you will contribute to develop international markets and customers in B to B.

Example of task:

- Operational market analysis
- Construction of action plans
- Preparation of support document and tools
- Prospecting
- Customer visits, negotiations and contracting (depending on opportunities and your abilities)

### **Job Profile**

We are offering an open position with initial successful experience in the business (ideally 5 years or more).

### **Skills**

- English: bilingual. You can trade in this language and deal with all the situations described above. Mastering French and another language will be a plus.
- Computer and office automation: Excel (formulas, pivot tables...), Word, PowerPoint
- Practice and teaching of commercial techniques: phone prospection, customer contact, customer presentation.

### **Personal suitability**

- Strong interpersonal skills
- Soft skills (expression, listening, observation ...)
- Organisational capacity and autonomy
- Rigor, analysis and synthetic mind
- Curiosity
- Ability to work in pairs and independently.