PLANET EXPAT IS HIRING A BUSINESS DEVELOPER/ACCOUNT MANAGEMENT FOR PERMANENT UNDEFINED.

Date : 02/10/2017

Job reference : 170807-21777813

Type of contract : Permanent
Localisation : Paris 10000, FR
Contract duration : Undefined
Level of studies : Master's Degree
Years of experience : 2-3 years

Company description :
Planet Expat provides career-boosting paid internships in some of the most innovative and dynamic Start-ups in Latin America, Europe and the USA. We connect students with promising start-ups abroad through a program that allows them to gain valuable professional experience in international environments while being key contributors to innovative projects.

"We are an e-commerce startup founded in 2014 and based in Paris, France. We developed a website focused entirely on selling refurbished devices (those that are almost brand new but can't be sold in retail).

Our philosophy is that we seek to have a positive impact on the environment by convincing our clients that re-using repaired electronic devices helps avoid millions of tons of electronic waste every year.

Job description :
Mapping Prospecting: identify, contact, negotiate and sign new contracts with refurbishers to join our platform
Onboarding: assist in integration process and provide thorough training on our tools and back office
Partnering: build strong and efficient relationships with our merchants, on the long-term
Monitoring: closely follow merchants' first steps to ensure quality standards are met and sales are taking off
Developing: provide merchants with data-proven feedback and action plan to help them improve quality and grow sales

Required profile :
2 years of experience (including internships) in a similar role, preferably in a start-up
Entrepreneurial mind is key, you are open-minded and always eager to exceed expectations
Country native, German is your mother tongue and has absolutely no secret for you (written and spoken)
English is a no brainer, even better if you can speak French
Excellent verbal/written communication skills and a great business sense
Good at building long-lasting relationships
Analytical mind - strong use of insights and confident around data-driven decision-making
Attention to detail and ability to work under pressure

To apply: https://apply.multiposting.fr/jobs/4939/21777813