PERSPEKTIV IS HIRING A MARKETING & EVENT MANAGER BILINGUE FOR PERMANENT UNDEFINED.

Date: 04/12/2017

Job reference: Perspektiv-1712610-22367754

Type of contract: Permanent
Localisation: Düsseldorf 40210, DE
Contract duration: Undefined
Level of studies: Bac +3
Years of experience:

Company description:
Perspektiv est un cabinet de conseil en recrutement dédié aux entreprises françaises ayant des activités dans les pays germanophones.

Job description:
ACCENGAGE is the European #1 Push Notification Technology for Mobile Apps, Websites and Facebook Messenger.

As a Business Developer for Germany, you will represent Accengage on this market and will fully contribute to the German activity of Accengage on this region.

This will mean reaching Accengage New Business goals (signature of new contracts, revenue goals…) and will include:
* Identifying and developing prospects via direct prospection, cold calls, networking, and lead handling…
* Presenting Accengage software and solutions to prospect via online and physical meetings
* Offering and conducting product demos to prospects
* Negotiating and closing the contracts
* Conducting a good transition to the Project Management team who handles software deployment
* Participating in professional events such as trade shows
* Identifying new partners or distributors and closing partnership contracts.

Required profile:
PROFILE
* You are Native / Bilingual in German
* You speak fluently English and, preferably, you are able to speak French at an operational level
* You have a First-hand experience as a business developer (2 to 5 years), capable of hunting / opening new accounts (or similar activity) and want to pursue your career in that field
* You have evolved in the Software industry / or in the Digital world within an innovative Start-Up (ideally in marketing, CRM, mobile marketing…)
* You are autonomous, results-driven, organized, rigorous and passionate, with excellent interpersonal skills
* You are willing to take up the challenge of growing a new activity, and local office, in an agile and start-up environment
* You have an open mind, good leading skills and are able to evolve in a fast-moving environment
* You have a strong interest in innovation and technology.

To apply: offre22367754.4939@perspektiv.contactrh.com