

High-growth tech company which has developed a patented air purifier is looking for **French speaking Business Development Manager** to increase their market share in French speaking countries. You will join a dynamic and ambitious team where thinking out of the box will be rewarded. The Business Development Manager should use creativity and sales experience to provide innovative ideas for business growth. Your skills should help you structure and close large deals. There will be opportunities for advancement as the company realises its growth plan.

**ROLE of the Business Development Manager:**

- Working closely with the Sales Director, and marketing team to ensure maximising and converting all potential sales opportunities in the French speaking territories.
- Achieving sales growth and hit revenue targets.
- Preparing and delivering sales presentations to potential and existing customers.
- Researching competitors' products, pricing, and product success to determine market structure.
- Identifying, on-boarding and managing local distributors.
- Generating leads through your own network using Social Media, cold calling and referrals.
- Managing and representing the company at trade shows and industry events.
- Expanding industry knowledge by attending educational workshops and reading professional publications.

**PROFILE:**

- Min 2 years of experience in B2B sales covering French clients.
- Proven track record of achieving sales targets.
- Excellent organizational and problem-solving skills.
- Effective communication skills.
- Independent and autonomous, proven experience in taking initiative.
- Proven ability to drive the sales process from plan to close, and to monitor this continuously through CRM (Salesforce preferably).
- Ability to travel to clients

**SALARY:**

- £32K- £35K basic negotiable according to skills and experience
- OTE £90k
- Working from our Central London office at least 4 days a week.