

International and innovative recycling company is looking for a Spanish speaking Business Development Executive to support the growth of the European business with a core focus on the Spanish market. This is a unique role for a resourceful, driven individual looking for an exceptional opportunity in the sustainability field. The Business Development Executive will work closely with the Business Development Manager and will join a growing team.

ROLE of the Business Development Executive:

- Developing our client's Spanish market expansion strategy
- Identifying potential brand partners who need waste solutions for their products and packaging
- Identifying and contact prospective clients
- Creating and pitching deal presentations and proposals
- Driving the sales process and negotiations up until signature of contract
- Closing new partnerships and driving revenue on the Spanish Market
- Coordinating and collaborating with other departments to develop strategic projects or improve internal processes
- Representing and promoting the company during external events and workshops
- Supporting the Business Development Manager with Spanish and European outreach, presentations and proposals
- Other duties as needed

PROFILE:

- Fluent or Native level Spanish Speaker
- 1 to 3 years experience in Business Development, Sales, Marketing or Consulting.
- Master's degree in business, management, sustainability or similar
- Strong verbal and written communication skills
- Ability to prepare clear and concise client-ready documents
- Experience at an FMCG company is a bonus
- Demonstrated interest in sustainable/green business would be advantageous
- Ability to thrive in a challenging, fast-paced, start-up environment and juggle multiple responsibilities amidst shifting deadlines and priorities
- Strong with Microsoft PowerPoint, Word, Excel, CRM software

SALARY & BENEFITS:

- £30K/y with strong career development
- 25 Paid Holiday Days
- 2 Volunteering Days
- Company Pension contribution
- Hybrid working - opportunity to work from home up to 2 days per week
- Work anywhere for 1 month
- Office exchange programme

French Resources Ltd – 0845 519 1945 – info@french-resources.co.uk

Registered office: Heathmans House, 19 Heathmans Road, LONDON SW6 4TJ. Registered in England and Wales No. 6956655