

London based consultancy specialized in International Business Development is looking for a **French speaking Business Consultant** to expand the company's business in the UK and to run European projects. Our client provides assistance to SMEs, exporters, exhibition organisers, professional associations, clusters, institutional and government organisations. Their clients work in very varied sectors including FMCG, healthcare, tech, fashion, etc. The Business Consultant will report to the Country Manager and will evolve toward a senior Business Consultant for the right person.

ROLE of the Business Consultant:

- Managing client engagements from beginning to end
- Becoming the local UK representative for a number of international companies
- Coordinating all actions taken in the UK market for a series of international clients
- Undertaking business research to master a sector and identifying key players
- Performing Business development actions in the United Kingdom on behalf of our customers
- Coordinating the missions' workload with Junior Consultants
- Identifying potential new clients for the company, following up leads and closing deals

PROFILE:

- Fluent English & French – spoken and written
- Ideally Business Degree Graduate or similar
- 3 to 6 years experience in export
- B to B commercial experience
- Experience in international trade and distribution
- Autonomous with effective prioritisation skills
- Curious, eager to learn
- Team player
- Good analytical as well as operational/hands on skills
- Knowledge of CRM software
- Another European language a plus

SALARY & BENEFITS

- C£40k according to skills and experience
- Pension
- 25 days holidays
- Hybrid role