

# Sustainability Senior BD / Sales Manager

Location : Paris, France

Employment type : Full time

## WHO WE ARE:

Plug and Play Tech Center is the ultimate innovation platform, bringing together the best startups and the world's largest corporations to create the most meaningful connections that bring innovation to anyone, anywhere. We are on a mission to bring the benefits of Silicon Valley to all four corners of the world.

## WHO WE'RE LOOKING FOR:

We are a diverse team with backgrounds in technology, business and entrepreneurship and we are growing rapidly to deliver on our mission. We are actively seeking a Senior Business development Manager to be responsible for sales and business development under our Sustainability vertical in Paris. The Senior Business Development Manager is driven, focused, and has a strong desire to deliver results in a high-growth company.

## HOW YOU'LL MAKE A DIFFERENCE:

- Execute business development and corporate market research programs by devising collection methods and then collect targeted data to identify and evaluate potential corporate partners for participation in Plug & Play's Innovation programs in Paris.
- The purpose is to grow the Sustainability platform.
- Conduct market research and analyses of companies in the relevant vertical to determine their viability for participation in Plug & Play's Acceleration Programs.
- Continue analyses and communicate with selected program participants to support the program's market exploration in Sustainability.
- Be interested in the innovation activities of corporations and convince new partners to join the platform to support innovation within our programs and innovation strategies
- Identify and drive account sales plans for assigned geographic territory and then meet and exceed sales goals through prospecting, qualifying, managing, and closing sales opportunities.
- Work in conjunction with the Vertical Director and Ventures to close corporate membership contracts and allocate resources throughout the sales cycle.
- Develop and deliver presentations and proposals for prospects highlighting the advantages, features, and functions of Plug and Play.
- Maintain an understanding of key industry trends and competitive issues and products.
- Practice effective, excellent communication with management, customers, and support staff.
- Provide regular reporting of pipeline and accurate forecasts through CRM..

## REQUIRED EXPERIENCE:

- Master degree in Business, Management, Business Development or Science
- 5 + years of Work Experience in Sustainability
- Detail oriented, highly organized, and comfortable working in a creative, fast-paced, dynamic, and performance driven environment.
- Excellent communication skills and proficiency in public speaking.
- Self-motivated with the ability to work with minimal supervision.
- Experience in team management

Apply here : <https://plugandplaytechcenter.bamboohr.com/jobs/view.php?id=215>