



Business Development Consultant - Europe (French Speaking Countries)

Job Description

Key Responsibilities:

We would need a candidate who is fluent in Business French for voice calling in Europe - in the French speaking countries (e.g. France, Switzerland, Belgium).

This is a role where the person will be responsible for establishing the first point of contact in a company and introduce Y Media Labs and its services. The person should be able to pitch for Y Media Labs' services in French to the key decision makers and prepare the sales team with the next steps.

The person should be good with follow ups, organizing meetings and offer translation services (written and verbal) during meetings. The ability to write business emails in French is a key requirement.

The candidate should have an analytical bent of mind, have a fair understanding of key markets and industries. This role will incentivize the person on his ability to find hot leads.

The ability to understand business needs and deliver crisp messaging to key stakeholders is a must need. A good knowledge of mobility and/or a specific domain is a plus.

Responsibilities:

Overall

Should be able to generate leads by effective cold calling, emailing or other reach outs.

Should be able to have high quality and well defined conversations with key decision makers and influencers.

It is a Full time/Part time job depending on the candidate's preference. We would be happy to offer a part time option with a committed number of hours per week.