

Chief Commercial and Innovation Officer

Green Communications is an innovative SME in the area of Internet and Telecommunications. The company markets a solution to create an embedded and distributed cloud (Edge) to ensure security, data sovereignty, and low carbon impact of digital services. The solution is intended for the mobility market (connected vehicles, drones, and robots), businesses digitization, and IoT applications (smart factories, cities, etc.).

Position: Permanent

Your role is to define the commercial and innovation strategy of the company and to develop its network of partners and customers on new markets segments.

Main activities:

- Definition of the go-to-market strategy
- Implementation of business development tools
- Development of the company's revenues: Development of the customer portfolio, key accounts management, response to calls for tenders, etc.
- Recruitment of a team of sales representatives
- Development of a network of partners (national and international)
- Orienting the product development to better suit the market

As part of your role, you:

- Have leadership to develop a global product vision and go-to-market strategy
- Understand the dynamics of the sales channels
- Create sales materials and tools
- Propose new approaches such as indirect channels
- Innovate and propose solutions of deployment
- Set goals, track activity, performance indicators and deadlines

Your areas of expertise:

- Strong background in sales and innovation
- Experience in evaluating and implementing new technologies
- Good knowledge of financial flows and negotiation
- Ability to work in a start-up environment

Profile

You have a Master degree or above with at least five years of experience in a similar position in the digital market. Creativity, adaptability, and strong interpersonal skills are essential for this position. Having a good English (written and spoken) is crucial.

Contact

Please, send your resume and cover letter to [recrutement \(a\) green-communications.fr](mailto:recrutement (a) green-communications.fr)