

Business Development & Innovation Manager

Green Communications is an innovative tech company committed to the Internet decarbonization. The company created an alternative to energy-consuming Internet and clouds in order to provide high-achieving digital services to a growing number of Internet users with minimum environmental impact. Our solution is intended for professionals from transports and mobility, security, public Internet, Industrial IoT business areas and nowadays to every people.

Position: Permanent

As Business Development & Innovation Manager you are responsible for the implementation of the commercial and innovation strategy of the company driving business growth on current and future market segments.

Your role is to:

- Identify new business opportunities for current and future products
- Meet with existing and potential clients and partners
- Manage key accounts and follow clients in the overall sales cycle
- Attend and present the company at exhibitions, conferences, and events of the innovation ecosystem
- Build commercial offers in response to bids, tenders, and call for Innovation projects
- Implement both client and innovation projects in team
- Report and forecast sales performances
- Define the annual development plans
- Monitor the market trends and consumer needs

Profile

You have a Master degree or above in business or engineering with a confirmed first experience in business development. You have solid negotiation skills in both French and English. Creativity, adaptability, leadership, appetite for innovation & technologies, and interpersonal skills are essential for this position.

Contact

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