

PLANET EXPAT IS HIRING A BUSINESS DEVELOPER SPANISH MARKET FOR CONTRACT
FROM 12 TO 24 MONTHS.

Date : 31/07/2017

Job reference : 170701-20609559

Type of contract : Contract

Localisation : Paris 0000, FR

Contract duration : From 12 to 24 months

Level of studies : Bachelor's Degree

Years of experience : 2-3 years

Company description :

Planet Expat provides career-boosting opportunities in some of the most innovative dynamic companies in Latin America, Europe, the US and Asia.

We are currently hiring for the company below:

"We are an e-commerce startup founded in 2014 and based in Paris, France. We developed a website focused entirely on selling refurbished devices (those that are almost brand new but can't be sold in retail).

Our philosophy is that we seek to have a positive impact on the environment by convincing our clients that re-using repaired electronic devices helps avoid millions of tons of electronic waste every year. Through our website, our users can acquire phones, tech products and kitchen supplies at a much lower price compared to retail. We work with many different tech suppliers and personally ensure the quality of the products that are being offered on our platform.

We are a team of 25. The company has been growing at a double-digit monthly rate and raised capital twice during 2015."

Job description :

Reporting to the Business Development Manager - one of a kind - your duties will include:

Mapping Prospecting: identify, contact, negotiate and sign new contracts with refurbishers to join our platform

Onboarding: assist in integration process and provide thorough training on our tools and back office

Partnering: build strong and efficient relationships with our merchants, on the long-term

Monitoring: closely follow merchants' first steps to ensure quality standards are met and sales are taking off

Developing: provide merchants with data-proven feedback and action plan to help them improve quality and grow sales

Required profile :

2 years of experience (including internships) in a similar role, preferably in a start-up

Entrepreneurial mind is key, you are open-minded and always eager to exceed expectations

Country native, Spanish is your mother tongue and has absolutely no secret for you (written and spoken)

English is a no brainer, even better if you can speak French

Excellent verbal/written communication skills and a great business sense

Good at building long-lasting relationships

Analytical mind

A professional, pro-active and 'can do' attitude

Good sense of priorities and organization

Attention to detail and ability to work under pressure

Passionate about growth and eager to learn

Fantastic team player

To apply: <https://apply.multiposting.fr/jobs/6310/20609559>