

Business developer (hunter profile)

Company

Our company client is a French company with headquarter in Paris, and the leading company in the cloud industry (public, hybrid and private cloud) and CDN brokering.

International development is in the company DNA with office in: North America, South America, Asia and datacenters all over the world: Canada, US, Brazil, China, Hong-Kong, Indonesia, Australia, Russia.

The company has been operating in the Chinese market for 10 years already with a double-digit growth every year. With customers like: Bulgari, Cache-Cache, ID Kids, LVMH, Porsche keep expanding its business in China and to support his activity the company still recruiting young talents.

Responsibility

- Hunt new prospect, new customers
- Identifying and assessing prospect / client's need and potential
- Preparing business and technical proposals
- Develop business and make sales grow
- Attend fair, exhibition and events in order to drive new customers

Requirement

- 2 to 3 years' experience in same position
- Knowledge of the IT world
- Tools: CRM, Microsoft Excel, Microsoft Power Point, Microsoft Word.
- English fluent, another European language will be a plus and Mandarin will be a plus

Please send your resume to: sh-recruitment@ccifc.org