

In order to support our growth and further strengthen our sales dynamic, which will focus in particular on the deployment of new offers, we are looking for a **senior business developer** to join our Paris team as soon as possible.

Your responsibilities

Reporting to the firm's Sales Director, you will be in contact with decision-makers on the customer side and contribute to the firm's development.

As a true ambassador for FORMIND, you'll help build customer loyalty and convince new customers to place their trust in us.

- You will prospect for new customers and develop existing business in 1 or more sectors,
- You obtain and carry out customer appointments,
- You participate in and implement the SEO strategy,
- You identify and qualify new opportunities,
- You will be involved in drawing up sales proposals, preparing and leading sales presentations and negotiations,
- You draw up charts of accounts and contribute to the firm's reporting process.

Alongside your commercial activities :

You are responsible for internal coordination and mobilization of consultants and managers, and take part in external communication initiatives.

Your profile

With a 5-year degree from a business or engineering school, and a real flair for sales, you must have at least 5 years' experience in a similar position.

Your qualities and skills :

- Excellent interpersonal skills ;
- Ability to unite ;
- Challenge and ambition;
- Entrepreneurial spirit ;
- Dynamic, proactive and flexible;
- Thoroughness, reliability ;
- Pugnacity and autonomy;
- Good level of English ;
- Ability to interact with high-level contacts;
- Expertise in several types of sales: TA, fixed-price, projects, managed services ;
- Referencing management ;
- IT and ideally cyber culture.

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Workplace: Issy Les Moulineaux
Remuneration : according to profile
Telecommuting : 2 days/week
A friendly, caring atmosphere

In a nutshell...

Formind, the French independent leader in cybersecurity with almost 300 consultants, has enjoyed sustained growth since its creation in 2010. PASSI-qualified, Formind supports its customers in all cybersecurity issues with a risk-based approach, strong pragmatism and committed values. Based in Paris, Formind has expanded to several cities in France, Morocco, Spain, Canada and Taiwan. Formind is also proud to be recognized as Happy@Work for the 7th consecutive year.

Envoyez votre candidature à recrutement@formind.fr