

Business developer m/f

Job and assignments

Business developers work under the supervision of the company head. Their position is essential to close successful deals. As an excellent sales person, the business developer is the client's best contact: technical, financial and personnel issues are in his/her hands. Business developers use performance indicators to follow up on production, procurement and subcontracting while ensuring that costs stay within budget and that quality requirements and deadlines are met. Their technical competence allows them to make quotations and assess the work to be done.

Work environment

Business developers work with an engineering company, a shipyard, or a versatile project organisation. They work hand in hand with the various departments, constantly interfacing with the first mate or captain. They have to travel extensively to meet clients and suppliers in France and abroad.

Inter-personal and expert skills

- You have multiple technical skills in boiler works, piping, mechanics, electricity, paint and joinery
- You have proven interpersonal skills to develop and strengthen client loyalty
- You have proven skills in business negotiation
- You are well-organised, diligent and pro-active
- You are proficient in the use of planning and co-ordination tools (Computer-aided production management)
- Your general and specific English is fluent

Training

BAC +2	▶ <i>Boiler works, piping, mechanics, electricity, paint, joinery</i>
BAC +3	▶ <i>Professional degree in industrial shipbuilding trades</i>
BAC +4/+5	▶ <i>Any Technical Engineer's title</i>



**Business
developer**

**Account
manager**

**Key account
manager**

Your career prospects