

[AEP] Offre d'emploi: Growth Manager Eastern Countries

Ecrit par Jakub Sosnowski
Lundi, 13 Janvier 2020 20:13 -

Position : Growth Manager Eastern Countries

Looking for the job that will take pick your career off the ground? We are here.

My client is a tech start up specialized in financial services

It creates digital onboarding for the biggest accounts in Europe: Santander, American Express, HSBC, BNP Paribas, Crédit Agricole, Boursorama, Orange Bank...

In the quest for excellence, it surrounds ourselves with the best. Our colleagues have all studied at HEC, LSE, Sciences Po, ESSEC, ESCP... It is very inspiring on a daily basis

Good atmosphere, great ambitions!

Focus on the mission

Today, my client is present in 11 European countries. Its new challenge is to strengthen its presence in Eastern Countries.

As Growth Manager for Eastern Countries, you will work directly within the International Business Development team. Your missions will be both strategic and hands on:

1. Go-to-market strategy

- Contribute to the study of the Eastern Countries market
- Target key market players (prospects and partners)
- Create & maintain an active local competitive intelligence
- Respond to calls for tenders
- Be involved in the product dimension: make relevant and targeted feedback on future product development which would be beneficial for the Eastern Countries market

2. Presence on the Field

- Get appointments with prospects
- Travel regularly to Eastern Countries to attend prospect meetings / establish relationships
- Ensure follow-up with prospects & clients
- Close deals
- Represent my client in Eastern Countries at conferences

Please note: my client is still a small company so your position may evolve beyond Eastern

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Countries.

There is plenty of room to develop your skills.

Who are you? Very ambitious, you have a taste for excellence and results. You went to a great school. You speak fluent Polish (as the main country to develop is first POLAND) and English. French & other languages are a bonus. You feel driven by challenges. You like to travel (for work). You believe in team spirit.

Interested?

Contact in the recruitment agency: Mme Ramette

Please send your CV to: annonce_20200113@europolonia.org