

PLANET EXPAT IS HIRING A BUSINESS DEVELOPER/ACCOUNT MANAGEMENT FOR  
PERMANENT UNDEFINED.

Date : 02/10/2017

**Job reference :** 170807-21777813

**Type of contract :** Permanent

**Localisation :** Paris 10000, FR

**Contract duration :** Undefined

**Level of studies :** Master's Degree

**Years of experience :** 2-3 years

**Company description :**

Planet Expat provides career-boosting paid internships in some of the most innovative and dynamic Start-ups in Latin America, Europe and the USA. We connect students with promising start-ups abroad through a program that allows them to gain valuable professional experience in international environments while being key contributors to innovative projects.

"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.

**Job description :**

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, German 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 - strong use of insights and confident around data-driven decision-making

Attention to detail and ability to work under pressure

**To apply:** <https://apply.multiposting.fr/jobs/6525/21777813>