

# Business Development Industry & Cleantech

📍 **Stockholm, Sweden**    📅 **From 15 August, 2023**    📄 **Fixed-term contract, 6 months**

Business France's office in Stockholm (Export Department) is looking to hire a talented individual as Business Development actively working in the Industry & Cleantech sectors **for a period of 6 months**, starting august 2023.

## ➦ YOUR MISSIONS

You will work under the responsibility of the Senior Business Development Manager in charge of the Industry & Cleantech sectors in Sweden and will be responsible for the following missions:

- Individual export services: identification of key contacts on the Swedish market, market prospection, prospection missions, market studies, follow-ups of contacts, etc.;
- Organisation of export events to set French companies in contact with commercial partners in Sweden fostering the export growth of French businesses;
- Research, collection and analysis of information in the covered sectors (industry 4.0, transports, infrastructures, nuclear and wind energy, smart cities, aeronautics & space...);
- Writing of news briefs, articles and summary notes on the covered sectors;
- Contribution to the development of the V.I.E. Program (V.I.E. French international internship program) by informing French companies and subsidiaries of the program's advantages;
- Contribution to the internal and external communication of Business France in Sweden and the Nordic area (intranet, social networks, website).

## ➦ YOUR PROFILE

- Master's degree (4-5 years post-secondary education) in Business or Marketing or equivalent experience;
- Fluent in French & English. Swedish is highly preferred;
- **Required Experience:** Sales prospecting and customer relationship management; organizing B2B events;
- **Required Qualities:** Excellent interpersonal, sales and business development skills, strong organizational and project management skills, solid writing, synthesis and analytical skills, ability to work independently and collaboratively in a fast-paced environment, versatility, initiative;
- Experience in the industry and/or cleantech sectors is an advantage.

## ➦ HOW TO APPLY

**Please send your application (cover letter + resume) in English before 28/05/2023 to :**

[aurelie.devidal@businessfrance.fr](mailto:aurelie.devidal@businessfrance.fr)

Cc: [melanie.gaudin@businessfrance.fr](mailto:melanie.gaudin@businessfrance.fr); [maria.mouradian@businessfrance.fr](mailto:maria.mouradian@businessfrance.fr)



Business France is the French national agency supporting the international development of the French economy, responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France.

It promotes France's companies, business image and nationwide attractiveness as an investment location, and also runs the VIE international internship program. At the global level, Business France has 1,420 employees (65 nationalities) in France and in 75 countries, and covers 110 countries, either directly or via a network of partners. Under the supervision of the French Embassy in Sweden, the Business France office in Stockholm has 18 employees and is responsible for regional management in the Nordic area.