

**Date de publication** 12/02/2018  
**Titre de l'offre** DEVELOPMENT OFFICER OF BIOMEDICINE/BIOTECHNOOLOGY – HEALTH  
**Description du poste** Title: DEVELOPMENT OFFICER OF BIOMEDICINE/BIOTECHNOOLOGY – HEALTH

Based at: Jakarta

**Job purpose:**

The development officer is based in Jakarta under the direct supervision of the Director of Business France Indonesia in Jakarta and will be in conjunction with the Head of the Health sector based in Singapore. He/She will be in charge of the following sectors (not exhaustive):

1. Biotechnology, pharmaceutical
2. Medical Devices
3. Health

The duties of development officer is helping French companies to develop their business in Indonesia by promoting their technology and by organizing commercial events on their behalf (program of appointments, exhibitions, representation of products) in order to ensure the best promotion of their products in Indonesia. His/Her role will be to introduce French companies to their potential partners such as big industrial groups, hospitals, opinion leaders, distributors, partners..in accordance with their respective needs.

**Key responsibilities and accountabilities:**

The development officer provides his/her support and advices to French companies of the above-mentioned sectors under direct supervision of the Head of Sectoral Team, reporting directly to the Director Indonesia of Jakarta office, who will provide his/her training and daily monitoring. He/she will perform the following duties (not exhaustive):

- Strong consulting activity for the preparation, coaching, guidance and acceleration of French companies dealing with the above-mentioned sectors;
- Research and identification of Indonesian business partners for French exporters (Biotech, Big Pharma, hospitals, opinion leaders);
- Organization, preparation and participation in business meetings: direct interactions with decision-makers and high level strategic directors;
- Activity related to active prospection: recruitment of French companies for the participation in the exhibitions organized by Business France and identifying companies with export potential (preparation and products/solutions) in order to propose a guidance to their development in Indonesia;
- Networking at the time of dedicated events, scientific conferences, exhibitions, with the objective of presenting French solutions and the analysis of their potential on Indonesian market;
- Preparation of market studies (segmentation, positioning...), local sector monitoring and participation in the preparation of business intelligence;
- Participation in product training/solutions provided by the clients on certain types of services in the framework of representing them in exhibitions.

**Type de contrat** Emploi

**Fonction** Commercial / Ventes

**Société** Business France Indonésie

**Description de la société** Business France, the Trade Commission of the French Embassy in Indonesia is dedicated to assist French companies in their business development and investment projects. Our key mission is to facilitate access to the Indonesian market by providing the French companies with a complete range of services and tools starting from market analysis to implementation. A multicultural team of 10 experts based in Jakarta are involved in the four following sectors:

- Agribusiness

- Fashion, Lifestyle, Health,
- Infrastructure, Transport, Industry, Energy, Environment
- ICT, Innovation, Services

What are our services aimed at French companies?

- Help them to target and identify the right business opportunities with detailed information and analysis on market organization and access.
- Organize their participation in trade fairs and promotional events to put them in touch with potential clients, importers/distributors and partners.

Along with that, we bring assistance to Indonesian entrepreneurs and businesses sourcing French products and technology.

Our know-how and experience are globally recognized as we belong to a worldwide network of 130 trade commissions, which have worked with 20000 companies during the past year.

<b>Localisation</b>	Jakarta
<b>Pays</b>	Indonésie
<b>Région</b>	Jakarta Raya
<b>Description du profil</b>	Languages: excellent knowledge of French (grammar, spelling and academic vocabulary). English (fluent)

**PROFILE (DUAL COMPETENCE REQUIRED):**

(training, diplomas, professional experiences)

- Engineer in Biotechnology, Biomedical or equivalent diplomas with his/her scientific expertise
- Preferably with a business diploma (eg: business school)

**SKILL REQUIREMENTS :**

(specific quality and knowledge, languages...)

- Prior experience in business development is required;
- Excellent interpersonal skill;
- Knowledge and experience in healthcare sector;
- Autonomy, team spirit and proactive;
- Capacity to participate in common projects on distant locations, to coordinate them and to do the follow up;
- Knowledge of current digital application and excellent command in engine search;
- Good writing skill and summary preparation;
- Fluent in English is compulsory.

If you are interested, contact Siska M. Ismail : siska.ismail@businessfrance.fr / (021)23557981

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