BUSINESS DEVELOPER
Electronics / Electric mobility

BrightLoop Converters is an innovative French player specializing in power electronics and recognized for the performance of its products. We are looking for **a Business Developer** to support our commercial development.

The range of DC/DC converters developed for electric mobility offers the best performance on the market. It is very well established in niches with very high added value, such as hybrid and electric competitions, or hypercars.

Reporting to the General Management and forming an integral part of the **BrightLoop Converters** development project, the **Business Developer**'s mission is to support the growth of this product line by developing access to new markets in electric mobility, and will more specifically :

- Participate in the elaboration of the commercial strategy and the roadmap of the product lines for the target markets;
- Ensure the commercial prospecting and the expansion of the customer portfolio;
- Steering calls for tenders, drawing up offers and handling all commercial negotiations;
- Develop customer relations.

Desired profile:

- You have an excellent knowledge of the specialty vehicle market, commercial or off-road, and their transition to electrification.
- You have experience in a similar position in the French and Western European markets and you wish to join a strong growth dynamic within an innovative SME.
- Dynamic, persevering and proactive, you have a definite commercial fiber; you have excellent interpersonal skills, charisma and a taste for challenge. You know how to cultivate a professional network and share the culture of results.
- Autonomous, methodical and rigorous, you have a very good oral and written fluency in English and French. Fluency in German is a plus.

Full-time permanent position with many challenges, to be filled as soon as possible.

Location: Paris, many travels in France and Europe.

Remuneration: Fixed according to experience + variable

Applications should be sent to **candidature@brightloop.fr**