

## Business Developer Italy (H/F)

Department	Europe Sales Direction
Position	Business Developer M/F
Type of contract	Portage

Weekly hours	39h
Remuneration	Depend on profile
Place of work	Italy

### Profile

With a higher technical or commercial training, you have at least 5 years' experience in sales or technical commercial business management in BtoB in the Italian zone, which has allowed you to develop your charisma and your determination. Beyond experience, it is a temperament that we are looking for. Positivist and resilient, you know how to move the lines and the "status quo".

In particular, you have good interpersonal skills and excellent negotiation and conviction skills.

About you:

- Ability to evolve in a very fast growing environment,
- Very good knowledge of the public lighting market in Italy,
- Bilingual or Native Italian + Bilingual French or English.

### Project

Based in Italy, you are in charge of developing the Italian areas.

Patience is the mother of virtue, you intervene in long sales cycles initiated by direct prospecting.

- Develop the commercial activity of Fonroche Lighting in the Italian area,
- Market analysis and segmentation,
- Market penetration of the solar offer in the public lighting sector,
- Prescription with public lighting institutions / communities / MOA / MOE / building and public works companies as well as any other major player specific to the targeted market,
- Promotion of autonomous solar lighting technology, the range of solar street lamps, the image and the brand of the company Fonroche Lighting,
- Communication operations, international/national/local fairs,
- Close collaboration with the technical teams (Design office and Operations/SAV),
- Reporting to the Europe Sales Department.

**IT'S TIME, JOIN THE FONROCHE TEAM !**

Send your application to [recrutement@fonroche-lighting.com](mailto:recrutement@fonroche-lighting.com)

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