



## Business Developer Trainee

**Beijaflore is a management consulting firm created in 2000 that today employs more than 1000 persons across Paris, Brussels, Sao Paulo and New York. Our mission is to support our customers with their digital transformation projects and help them shape the future. Since its creation, the firm has been growing steadily based primarily on organic growth, as well as the acquisition of Headlink Partners in 2007, YKems in 2009 and Maksen in 2017. The Group aims to continue this growth in the coming years through the development of additional expertise and the acquisition of new consulting firms in France and abroad.**

### **Would you like to discover the Business Development role?**

You will accompany a Business Development Tutor in developing commercial relationships with key account customers in all stages of commercial actions: delivering presentations about the firm, identifying opportunities, writing supporting proposals and business negotiations. With your tutor, you will rely on the consultants recruited by our Talent Recruiters to build the best project teams.

### **Would you like to test your entrepreneurial spirit?**

You will initially work on the identification and prospecting of large accounts. Like any Business Developer, you will need to highlight your conviction, creativity and rigorous skills. Better quality relationships will allow you to stand out. Finally, you will discover the culture of results through the implementation of precise objectives during your apprenticeship.

### **Are you looking for an informative and educational apprenticeship?**

You will be fully integrated into the Group's sales teams. Like them, you will be involved in the development of the firm. Supervised by your tutor, you will also benefit from HR monitoring throughout your apprenticeship. The quality of our apprenticeships has been recognised by obtaining the Happy Trainees / Choose My Company label. 80% of our trainees join us on permanent contracts.

**Do you hold a Master's degree in Engineering or Business? Are you result and customer oriented? If you are persistent, determined, and ready for new challenges, don't wait anymore and join us.**