



Business Developer

Founded in 2000, Beijaflore is an operational consulting firm specialising in digital strategy with an international presence and offices in Paris, Brussels, Rio de Janeiro, Sao Paulo and New York. The Group has brought together over 1,250 employees around a single mission: supporting companies in implementing their digital strategy.

Accompany the digital transformation of our key account customers

Faced with an increasingly digitised society, companies must take responsibility for their own digital transformation. To support them in building, securing and enhancing their digital strategies, Beijaflore is made up of on 3 entities:

- > **Digital** supports professionals and CIOs in building their company's digital strategy ;
- > **Cyber Risk & Security** innovates and engages teams in order to secure the digital risks taking ;
- > **Graphène Advisory** exploits your company's data with AI to create the businesses of tomorrow.

Your mission is to promote the expertise of one of these 3 entities to our clients. By knowing their digital issues, you are able to propose profiles of consultants in line with their needs.

Develop your key accounts portfolio and answer their digital challenges

Main customer contact, you are in charge of the business relationship.

You make the link between clients, consultants and the firm, and you ensure the quality of services provided. The satisfaction of our customers is a priority for you.

Evolve within a team that accompanies you in your rise in skills

Since its creation, the Group has promoted an entrepreneurial culture and a meritocratic system. As soon as you join, you are trained to master and understand the Group's business challenges. Framed by your manager, you have all the cards in hand to quickly build skills.

You are graduate of a business or engineering school, you have the sense of purpose, good interpersonal skills and perseverance.

Join us!