



**Start-
up
WORLD**

Business Developer

Any international location

Several positions available (H/F)

Part time/ Full time work

Our purpose

Start-up WORLD is a business provider for start-ups which also provide knowledge and solutions to reduce the costs and speed up the innovation processes for its clients (large companies, SMEs, NGO, administration...). Our strength is our speed for sorting out quickly start-ups in order to find the perfect matches with all our customer's needs. Today, as our activities grow fast, we need to increase quickly our business developers' team in order to cover better this huge market.

Joining Start-up WORLD is choosing to live a unique professional experience to boost your skills acquisition and your network connections by working with various businesses from all around the world. Join us to develop your talents and discover new digital and technological horizons in a group that puts its best efforts to provide always more various innovative technologies at the service of its customer experience.

Integrated within the Start-up WORLD team, as a business developer, you will take part in our organization by cultivating and qualifying high-impact business opportunities within the innovation area.

Your mission

1/ Developing and generating new businesses across the innovation solutions and needs

2/ Identifying and prioritising development partners around the world that can take advantage of any technologies and create a pipeline of collaboration with start-ups at different stages of the process

3/ Developing and maintaining a constant updated clients and partners portfolios in our database.

4/ Providing on request all the details from the start-ups that might match to our customers' needs

5/ Creating business opportunities with other client-related partners around the world and finding new opportunities for cooperation

6/ Negotiating and facilitating the closing of contracts for these relationships

Competencies

- Good writing skills.
- Natural curiosity
- Autonomy, rigor and organization to carry out and/or to monitor several projects simultaneously.
- Customer's and business oriented.
- Proactivity and taste for challenges
- English recommended, other language appreciated
- Strong networker and natural rapport builder skills.

Benefits

- Excellent profit-related deal commission
- Various missions, collaborations and opportunities
- VIP special offers from our partners

To apply send your resume to contact@start-upworld.com