

Business Developer Europe

Overview

Inside the **Business Solution and Development** team of **Neopost ID** subsidiary of **Neopost Group** (2nd worldwide provider of mailroom equipment – 5 500 employees - 965 Million €), you will develop the direct and indirect sales activity, and, support the local teams. You will report to the Business Solution & Development Director.

Location

Nanterre, Hauts-de-Seine (92), France
3 Boulevard des Bouvets, RER Nanterre Préfecture

Neopost ID in a nutshell

Neopost ID is a leading provider of solution of Tracking to manage Transport / Logistic / Supply Chain processes

Our offer is organized in 5 main products lines

- Shipping solution to manage shipping orders and link shippers with carriers
- Mobile solution to track in real time the deliveries/collects and the vehicles
- On line tracking databases to manage and retrieve to all the players of the supply chain, the tracking information of the transport orders.
- Digitalization services and retrieval on the Internet of documents (mainly in the transport sector)
- RFID solution

Our value chain is similar to a Supply Chain process applied to the Information: Capture / Treat / Store / Deliver the Data.

- The capture/collect of the information by using barcode, vocal server, digitalization, RFID and EDI technologies
- The management and storage of the information by using hosted application related to the businesses to cover.
- The delivery of the information by using centralized on line databases, sending the key information/status by email or SMS, providing monitoring tools and/or transferring automatically the information by EDI for further integration into IT systems.

Our « Solution » approach is based on our capacity to treat each project as whole solution from the audit of the needs to the roll out and the operational monitoring of the solution.

We've got our own teams of:

- « Business Solutions engineers» to analyze , capture needs, design and specify the adapted solution to our customer projects
- « Innovation » and « R&D » to build the solution
- « Services » and « IT » to roll out and support the solution on customer sites and in our data centers
- To answer to various needs, our product are design in modular bricks of technologies adaptable and that can be assembled on demand

Our solutions, our business expertise and our business model « Fully Managed Services » have been chosen by



the key Europeans players of

- Express and groupage transport like Geodis, Chronopost, Parcelforce Worldwide, Nacex, DHL Express, DHL Freight, Heppner, Gefco, Sernam, Mory
- Postal organizations like La Poste, Royal Mail, Australia Post, Uniposta
- Logistic and « Supply Chain » like DHL Exel Supply Chain, DHL Fashion, Khune & Nagel,
- Specialized logistic like Baudelet, Temis, SVP Transport,
- Industry like Airbus, Renault, Chimirec, ECCE, Sony,
- Retail like Metro Cash & Carry, Carrefour

Neopost ID is a company of 165 employees with 70 resources in R&D. Neopost ID distributes its solutions directly in France, UK, Spain and USA. Beyond these 4 countries, the offer of Neopost ID services is sold by our 18 Neopost Group subsidiaries in North America and in Europe

Inside Neopost ID, the Business Solution & Development team is in permanent and close relation with the Sales, Support, Product Marketing, Services, R&D and innovation teams.

Job Description

Neopost ID is targeting the market of e-shipping, Tracking, Mobility and RFID solutions for private and postal carriers as well as key significant « shippers » for more than 10 years.

Neopost ID would like to extend its activity to new markets in Europe thru direct sales to large accounts but also by supporting initiatives of the Europeans subsidiaries of the Group Neopost and by creating our own network of partners.

The Business Developer participates actively and operationally to the conquest of these new customers

He/She will :

- ▶▶ Identify the key prospects, and the market potential
- ▶▶ Detect projects:
 - Directly
 - or via the subsidiaries of Neopost Group,
 - or via a network of partners
- ▶▶ Define the sales strategy (account plan, pipe,...)
- ▶▶ Qualify the needs of these prospects inside their own global business issues
- ▶▶ Provide a first level of:
 - Qualification – validation of the opportunities, directly managed, or escalated by the Group subsidiaries' s
 - Presentation and support of the proposed solutions,
- ▶▶ Coordinate/motivate on his/her business the internal resources (sales, support, experts, management, sales, ...)
- ▶▶ Follow up his/her customer and develop the account
- ▶▶ Train the sales team of the subsidiaries or partners
- ▶▶ Support and animate the subsidiaries and partners in their sales and marketing approaches.
- ▶▶ Prepare the required supports (documents, presentations, pricing, ...)
- ▶▶ Propose enhancement of the offer

In these roles, the Neopost ID teams – Sales Support, Marketing, R&D, Services, IT – will provide support and tools to the business Developer.

The “playground” will mainly be located in Europe except France, Spain and UK where Neopost ID is already implanted. This job requires frequent travels in Europe.

Education and Career tracks

Engineering or Business School Degree, with a minimum of 5 years experience in Information Technologies (software, Internet, data exchange, mobility, ...), the candidate has a proven experience of sales with large account (Sectors : Postal Organizations, Transport and Supply Chain) and is used to negotiate and exchange at



the executive level these companies (MD, Business/Operation Directors, Programs Directors, IT Directors, ...) His/Her European experience, market knowledge and "intrapreneur mind" are a pre requisite.

His/Her English is fluent and German would be an added value

Required skills

Business :

- ▶ Significant and proven sales knowledge with Large Accounts
- ▶ Competences in Information Technologies, Saas, Internet, Mobility
- ▶ Business know how in logistic and Supply Chain
- ▶ Strong culture of commitments and result/revenue achievement.

Personal :

- ▶ Customer/business focus
- ▶ Communicant and open to dialog
- ▶ Strong aptitude to work collaborative and networking mode
- ▶ Organized and independent
- ▶ Rigorous and precise

Languages :

- ▶ French : fluent (writing/speaking)
- ▶ English : fluent (writing/speaking)
- ▶ Germany : added value

Please send your application to:

Neopost ID
5 Boulevard des Bouvets
92000 NANTERRE
France

