



TERAO is an international engineering company committed for over 30 years to the energy efficiency and environmental impact of buildings and cities. Today, we are specialized in a comprehensive and multidisciplinary approach to the building industry, namely:

- As a Sustainable Development PMO on a Building scale or an Urban Planning scale, TERAO provides a wide range of expertise in consultancy and engineering for buildings and sustainable cities.
- As Environmental Engineering PMO and Sustainable Operations Manager, TERAO supports the stakeholders in design and operations to integrate high environmental quality and energy efficiency measures into private market projects, as per Public Procurement Contracts, and throughout the life cycle of buildings.

Since 2022, ATIXIS (a technical and multidisciplinary engineering firm) is the majority shareholder of TERAO, to provide complementary expertise. A development synergy is created between TERAO's China, Vietnam, Singapore, Malaysia, Morocco and Colombia subsidiaries.

INTERNATIONAL BUSINESS DEVELOPER F/H

Job Responsibilities :

- Promote both activities of the group: Atixis & Terao.
- Take over management of existing Group Key Accounts (3-5 accounts), monitor performance/increase our footprint within such accounts.
- Map & Develop new European potential KAs with international footprint from sectors with assets: Manufacturing, Retail, Hospitality, Healthcare, etc. (touch base with 20-30 accounts in year 1)
- Map, establish relationship & develop activities with Development Banks (Touch base with top 5 players)
- Map, establish relationship & develop activities with European Asset Management Companies (Touch base with top 5-10 players)
- Work closely with different Business Units of our HQ & Branches around the world to go from Lead identification till closing.
- Set up with top management key technical partnerships to produce in multiples locations.
- International Bidding Management follow up with the support of relevant Business Units & International Subsidiaries.
- Management of a junior profile in charge of data analysis/market research linked to International Key Accounts
- Data input in various systems such as CRM and databases.

Requirements :

- University/Business School degree in Business/Marketing, Engineers with sales/marketing experience
- Required profile: at least 5 years sales experience providing technical services in the construction environment, ideally including sustainability related services.
- Experience abroad, either posted abroad or/and dealing with clients in different geographies.
- Proven work experience as "Key Account Manager"
- Proven experience in similar positions (Key Account Manager/International business development) – must be in control of > 80% of the tasks listed above.
- Excellent level in English, both written/spoken. Another European foreign language is a plus.
- Solid experience in the use of MS Office
- Familiar with CRM tools

Soft-skills :

- Autonomous, Organized, with good command of time & priority management
- Open-minded personality with a strong desire to learn
- Ability to work within an international and multicultural team
- Willing to travel regularly.

Interest in the Sustainability industry is a must