

## **Business Developer**

### **About RTSYS**

RTSYS is an innovative company based in Lorient (Brittany), France, focused in the development of high-tech marine solutions.

The firm's main activity consists in designing embedded systems for marine applications such as underwater acoustics and drones. RTSYS produces all its own systems and designs analog acquisition and signal processing boards based on FPGA and DSP processors, as well as underwater robotic devices.

The company is currently in a growth phase and is seeking new talent

### **Job description**

As a part of its growth, RTSYS wishes to hire a Business Developer under the responsibility of the Sales and Marketing Director. You have at least 2 years of professional experience and references in international trade and Sale of projects and/or products of innovative technologies in the scientific and offshore wind fields. You will be required to travel extensively in France and internationally.

Business development, negotiation and sales of RTSYS innovative products will be your main missions:

- Prospecting for new markets and territories as well as developing customer and distributor portfolios
- To search and collaborate with foreign partners to support the development of RTSYS' revenue
- To analyse precisely the customer's needs and propose tailor-made solutions
- To ensure the sales follow-up and accompany the technical teams until the end of projects
- To monitor and answer to international calls for tenders
- To measure partner satisfaction on an ongoing basis

With customers:

- Demonstrate the equipment on site and during trade shows or exhibitions
- Train customers (Technical training) and partners (Commercial training)
- Guarantee the company's image from signature to delivery on site
- Ensure the after-sales service (technical assistance, rapid intervention...)

### **Required skills and knowledge**

- *A master level is required*
- *Knowledge of underwater technological equipment is desired*
- *Organizational and analytical skills are required*
- *Good listening skills and perseverance are a must*
- *Good interpersonal skills are essential*
- *Proficiency in spoken and written English at the experienced level (C2) is required*
- *Proficiency in a second foreign language (Spanish) is an asset*

### **How to apply :**

- Please send your CV and accompanying letter in PDF format to [recrutement@rtsys.fr](mailto:recrutement@rtsys.fr)
- Please indicate the reference BusinessDeveloper\_044 on your application