

Business Developer M/F

The company

Do you want to give a meaning to your work, to work in a dynamic, international environment, and work for a project in which you believe? We may be able to come to an understanding. We offer you the opportunity to be part of the Bleu-Blanc-Cœur / Kék-Fehér-Szív (KFS) team by becoming our future Business developer in Hungary! Don't you know Bleu-Blanc-Cœur and Kék-Fehér-Szív? That's okay, click on the link below to understand everything and discover our approach!

Your mission if you accept it:

Develop and support Kék-Fehér-Szív, the Bleu-Blanc-Cœur Hungarian branch, by sharing the benefits of our approach to local actors. Whether they are producers, processors, private brands, or marketers, you'll have to identify them, show them the opportunities for their organizations to be an actor of Kék-Fehér-Szív leading to a food KFS commercial offer for Hungarian consumers. Faced with their diversity of profiles, supporting them effectively on the Kék-Fehér-Szív road will be decisive.

Your role in this mission:

- Present the approach (our concept, our strengths for both professional actors and consumers;
- Prospect and develop new business relationships;
- Manage the implementation of the business strategy on site;
- Support the settlement of production and processing project, as well as the KFS commercial offer of our members;
- Offer our know-how in communication (tools, services, events) to our members, meet them and regularly inform them of new projects, but also support them in their development by proposing action plans;
- Identify cultural distinctive characteristics of local functioning and know how to report to the manager;
- Raise the awareness and notoriety throughout the discovery and commitment of actors in the Kék-Fehér-Szív approach;
- Participate to the Association's promotional actions (agricultural and food fair, etc.): material preparation, logistic, communication arguments, participation of members, etc;
- Participate to the adaptation of the communication supports and tools (arguments, broadcasts, etc.);

What would you look like to us?

- You have at least 5 years experience in agriculture or food industry, or/and CSR management.
- Language skills: Hungarian (professional level), English and/or French (professional level) - Knowledge of Romanian language would be a plus
- You are open-minded, you know how to adapt to other ways of thinking
- You have proven commercial experience, as well as in the execution of project management to reach business goals. You are passionate about prospecting and contact with the field
- You have built a network in agriculture, or/and food industry, and are able to adapt in front of different food chain stakeholders.
- You have an ability to organize, share and convince people

Salary according to profile experience.

To know more about Bleu-Blanc-Cœur:

<https://kek-feher-sziv.org/>

<https://international.bleu-blanc-coeur.org/>

Association Bleu-Blanc-Cœur

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