

BUSINESS MANAGER – LISBON

PROCEMO is a French, dynamic and rapidly expanding Consulting company based in Toulouse, France. We are now launching our new subsidiary in Lisbon, Portugal to pursue our growth.

Our Expertise:

A strong knowledge of the industrial field, particularly in procurement, supply chain, and logistics services.

Our Added Value:

After successfully developing our solutions and supporting major clients in France, Procemo's market study highlighted Portugal as the new inescapable place to implement our solutions. PROCEMO decided to start its new challenge on Portuguese land and is committed to providing our strong knowledge and expertise to international clients in procurement, supply chain, and logistics.

MISSIONS

As we continue to grow, we are seeking a talented individual to join our team as a Business Manager. This position offers an exciting opportunity for someone eager to win new challenges, lead initiatives to engage with new business partners and achieve the goal of building partnerships from scratch.

Your main Responsibilities would be to:

- Create new business opportunities on the Portuguese market,
- Conduct market research to identify potential business partners and engage in cold and warm outreach,
- Implement multi-channel prospecting and conducting meetings,
- Participate in the development of business offers,
- Supporting the company to meet its commercial objectives in Lisbon and all over Portugal,
- Collaborate with Technical Managers and HR Team to respond to bids from major renowned companies,
- Select and manage Consultants (Procurement, Supply Chain and Logistics) and their career evolution,
- Participating in events gathering of key players in Portugal,
- Analyzing and reporting your business activities.

PROFILE

We could be a perfect match if you:

- Have experience in B to B (consulting firm or recruitment),
- Are driven by challenges and eager to capture new market share,
- Are dynamic, with persuasive communication skills and strong interpersonal intelligence to win over high-level stakeholders,
- Are autonomous and tenacious, with unwavering motivation to develop your own business,
- Have proficiency in both English, French and Portuguese.

In resume, if you are a proactive and results-driven individual with a passion for business and a desire to contribute to the success of a growing company, we would love to discover more about yourself!