



## FULL TIME / PARIS, FRANCE BUSINESS DEVELOPER ARCHITECTURAL INTERIORS M/F

### 1 OUR MISSION

**We believe in a future where nature and technology could blend, to address the next technological challenges.**

Woodoo is specialized in groundbreaking biomaterials based on the structural transformation of wood at the molecular level. Our wood materials can be translucent and tactile, or 4 x sturdier and weather resistant, with applications in automotive, aeronautics, luxury or consumer electronics. We are here to help the industry reduce its carbon footprint by providing alternatives to carbon-emissive materials. We strive to produce renewable materials from regenerative forestry. Woodoo has won more than 40 major international and national awards (from MIT, World Economic Forum, Horizon H2O2O, Solar Impulse Foundation...).

### 2 JOB DESCRIPTION

- Develop a sales strategy focused both on business performance and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote Woodoo's interior products (displays, lightings...) addressing clients' objectives
- Prepare sales contracts ensuring compliance to law-established rules and guidelines
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Business perimeter: Retail — Interiors — Events

### 3 YOUR QUALIFICATIONS

- You have a higher education (+ 5 year minimum)
- You are an experienced sales manager for interior surfaces materials (wall — floor — ceiling) or interior appliances (furniture, consumer electronics, kitchen): 5 years' experience minimum
- Fluency in English and French are essential.
- You demonstrated an exceptional sense of business, with a strong feel for B to B customer satisfaction and complex sales cycles
- You are stress proof, with stunning organization skills and a good CRM knowledge
- You have a good technical knowledge of interior design, and an ability to lead complex business situations (suppliers to end-customers)
- You have a passion for product and good design, and are familiar with wood applications



SME Instrument  
Phase 2



European Innovator  
of the year



Fulbright for the  
Future Prize



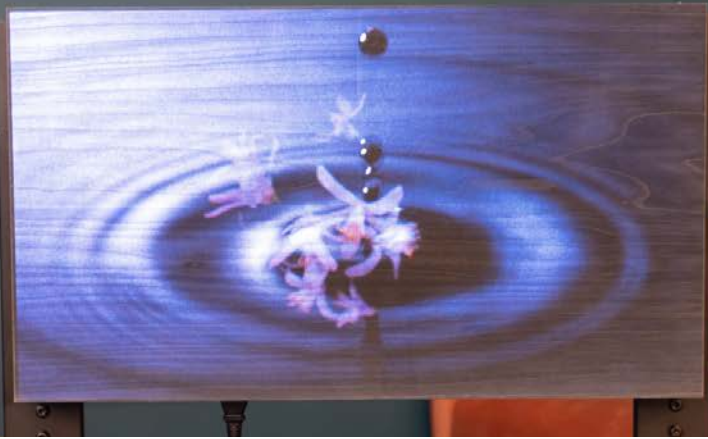
World Alliance Award



Global Shapers Award



SME Innovation  
Associate



## 4 FEELING LIKE JOINING OUR TEAM?

Please send your resume and detailed motivations to [brigitte@b-harmonist.com](mailto:brigitte@b-harmonist.com)

To apply directly on our website, [click here](#)

For faster internal processing, please name your documents as the following: Forename Surname\_CV or CL.

Feel free to add any miscellaneous document that can support your application. We will make sure to review your application and get back to you within 48h.

Woodoo is committed to building a diverse team and an inclusive environment where all employees belong. Women, gender-expansive individuals, people of color, of all ages, individuals with disabilities, and LGBTQ+ candidates are strongly encouraged to apply.



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