

International Business Developer M/F - Rennes

You are talented and wish to **get a meaningful job?**
Join the KelBillet team and help us make travellers' life easier!

Our Company

KelBillet is an Internet company which helps travellers to find the best mode of transportation for their intercity journeys, via a unique multimodal metasearch engine which compares fares by Train, Bus, Ridesharing and Flights. European leader with more than 3 millions users per month, KelBillet was among the French Tech5 in 2014 (fastest-growing tech companies in Europe). Profitable since 2009, the company operates in 5 countries since the creation of the European brand Gopili in 2015.

Job Description

Your mission is to develop the business of the company by creating sales partnerships with carriers and online travel agencies. Your main activities are pitching, negotiating, onboarding and managing clients in order to boost sales and create long-term partnership satisfaction. Your aim is to onboard new key carriers in our metasearch engine. Your sales zone is mainly Europe. You also act as a spokesman of the company for press requests and events.

Profile

- Graduated from business school, with a minimum of 7-year proven experience in international sales and partnerships
- Analytical abilities to identify high-impact opportunities
- Very good knowledge in online user acquisition strategies
- Excellent communication skills – written / spoken
- Ability to thrive in a very dynamic, ever-changing environment
- Ability to work independently, well-organised, results-oriented, creative
- Real interest in the Travel and Transportation industry
- Minimum 3 languages spoken

Additional Information

Permanent work contract

Work Place: Rennes (France) + business trips

Package: Attractive salary + laptop + health package

Join us by applying here: recrutement@kelbillet.com!