About

Launched in April 2018, the BlueSeeds project was born because of the urgent need to increase the financial sustainability of marine conservation projects in the Mediterranean. Thanks to the support of the Mava Foundation, the BlueSeeds team is developing solutions for marine protected areas.

BlueSeeds offers marine conservation stakeholders a range of tailor-made solutions: support for local entrepreneurship, practical training, development of innovative technologies and assistance in the implementation of financing mechanisms. More information on our actions at www.blueseeds.org

Among the solutions, BlueSeeds is developing the BlueMooring project:

BlueMooring.org is a 100% free platform for MPAs allowing both to control the management of moorings, to automatically collect fees and to communicate more effectively to visitors. This platform is coupled with an application for boaters allowing them to book and pay for moorings while discovering the conservation actions carried out by the marine protected area (MPA).

In this context, BlueSeeds wishes to reinforce its multidisciplinary and passionate team with a Business Developer to take charge of the deployment and perpetuation of this solution.

**Job description: Business Developer**

**18-month fixed-term contract – Beginning as soon as possible**

As a business developer, you will join the multidisciplinary BlueSeeds team and report to Mr. Thomas Binet, founder and director of BlueSeeds, and be supervised by Adèle de Toma, BlueSeeds’ operations manager.
YOUR MISSIONS

In close collaboration with the incubator team, your objective will be to develop the BlueMooring solution to reach a critical size (profitability and development perspective) within 18 months.

From the identification of new deployment levers, your role will be to define and implement the BlueMooring growth strategy.

Priority tasks

• Ensure the sales and commercial follow-up of the BlueMooring solution with conservation operators
• Translate the deployment strategy into the BlueMooring business plan
• Update and monitor this business plan regularly
• Synthesize and prioritize the development of expected features and possible bugs to be solved in direct liaison with the technical developer
• Set up an efficient business intelligence to identify the needs of the solution users (managers, boaters, partners and prospects)
• Implement a marketing strategy with each of these targets
• Identify the evolution perspectives of BlueMooring's business model
• Identify the human and financial resources needed for development
• Set up and coordinate the operational team Contribute to the search for funding

Secondary tasks

• The production and writing of internal materials: reports, articles...
• Contributing to various BlueSeeds field missions
• Contribution to BlueSeeds’ communication and representation actions
• The contribution to responses to calls for tender

CONDITIONS

• 18-month fixed-term contract position, 39-hour contract, with possibility of evolution into a permanent contract, starting as soon as possible
• Remuneration according to profile and experience

Position based at Darwin Ecosystème, 87 Quai des Queyries, 33000 Bordeaux

- Required profil

With a Master’s degree (or equivalent), you have at least 3 years of experience in a similar position. Experience in entrepreneurship and digital solution development, multicultural approach, understanding of marine conservation issues.

This position requires an entrepreneurial mindset, able to drive the project and its development by analyzing priorities. The profile sought will also be in charge of developing sales and turnover.

- Knowledges and skills required

• Ability to negotiate contractual terms and optimize margin conditions (generated sales) for the company.
• Perfect command of French and English languages in writing and speaking, impeccable spelling. Other Mediterranean languages appreciated (Arabic, Italian, Spanish etc.)
• International experience would be appreciated
• Good knowledge of online communication media: LinkedIn, Facebook, Twitter, Instagram, Hubspot and Mailchimp.
• Excellent analytical and synthesis skills, written and oral communication skills

- You will need to demonstrate the following qualities:
  • A winning spirit and negotiating skills,
  • An appetite for numbers and acquiring new customers,
  • A very good relational skills, dynamism and team spirit,
  • Strong organizational skills, teamwork and priority management,
  • A strong autonomy, sense of initiative, strength of proposal,
  • Motivated and great curiosity for environmental protection issues and marine conservation.

— Apply

Send your CV and cover letter by September 2021 at the latest by email to Adèle de Toma: adeledetoma@blueseeds.org, with a copy to Louis Vercauteren louisvercauteren@blueseeds.org