2018-00667 - Business Developer M/F

**Contract type:** Public service fixed-term contract  
**Level of qualifications required:** A levels + 2 years of higher education or equivalent  
**Fonction:** Temporary scientific engineer

**About the research centre or Inria department**

The Inria Lille - Nord Europe Research Centre was founded in 2008 and employs a staff of 360, including 300 scientists working in sixteen research teams. Recognised for its outstanding contribution the socio-economic development of the Nord - Pas-de-Calais Region, the Inria Lille - Nord Europe Research Centre undertakes research in the field of computer science in collaboration with a range of academic, institutional and industrial partners.

The strategy of the Centre is to develop an internationally renowned centre of excellence with a significant impact on the City of Lille and its surrounding area. It works to achieve this by pursuing a range of ambitious research projects in such fields of computer science as the intelligence of data and adaptive software systems. Building on the synergies between research and industry, Inria is a major contributor to skills and technology transfer in the field of computer science.

**Context**

We are building the next generation of cloud management platform software.

XScalibur wants to become the next leader in multi cloud management. It is funded by 2 fun and hard worker team mates. We believe infrastructure management software should be extremely easy, performant and efficient. We are committed to solving real life customer challenges with cutting-edge technology and disruptive products.

The start-up is hosted at Inria.

**6 reasons to work @ XScalibur :**

- Work on the best technology with the best technologists
- Be a strong voice in the product business development lifecycle
- Define market strategy, communication and customer needs
- Work with an amazing team in a friendly environment in Lille
- Learn new things everyday
- Attractive salary and benefits package

**Assignment**

At XScalibur, business developers are in charge of identifying early adopters of the product and they strive to grow the business line quickly, they lead the strategy and they collaborate directly with the CEO.

As business developer you will be in charge of our future business line and drive actions to make it happen !

You will need to clearly articulate customer requirements, distinguish long-term and short-term priorities and take key commercial strategy decisions. On long term, you will build and drive deeply a commercial team and collaborate with product builders team to reach and launch highly successful products.

**Main activities**

- Identify and prospect a portfolio of large companies
- Prospect clients, establishment of economic partnerships
- Report to CEO on the progress of the product business performance
- Define the price list & implement the marketing collaterals
- Define and monitor product KPIs
- Control of the sales cycle and reporting of the activity on CRM tool

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**General Information**

- **Theme/Domain:** Distributed Systems and middleware  
- Research exploitation and valorisation (BAP J)
- **Town/city:** Villeneuve d’Ascq  
- **Inria Center:** CRI Lille - Nord Europe  
- **Starting date:** 2017-02-01  
- **Duration of contract:** 11 months  
- **Deadline to apply:** 2018-06-30

**Contacts**

- **Inria Team:** SPIRALS  
- **Recruiter:** Gourdin Christophe / christophe.gourdin@inria.fr

**Conditions for application**

Seront traitées prioritairement les candidatures avec un dossier complet : CV + lettre de motivation

**Defence Security :**

This position is likely to be situated in a restricted area (ZRR), as defined in Decree No. 2011-1425 relating to the protection of national scientific and technical potential (PPST). Authorisation to enter an area is granted by the director of the unit, following a favourable Ministerial decision, as defined in the decree of 3 July 2012 relating to the PPST. An unfavourable Ministerial decision in respect of a position situated in a ZRR would result in the cancellation of the appointment.

**Recruitment Policy :**

As part of its diversity policy, all Inria positions are accessible to people with disabilities.

**Warning :** you must enter your e-mail address in order to save your application to Inria. Applications must be submitted online on the Inria website. Processing of applications sent from other channels is not guaranteed.
Create business cases and business models for new products and features
Define the roadmap based on the needs of our customers and internal teams

Skills
- Passionate about new technologies (most particularly about cloud computing?)
- Intrapreneur
- Self-learning person
- you know how to negotiate
- Excellent interpersonal skills
- communication has no secret to you
- Autonomous but with a good team-spirit

NB : We attached more importance on your personality and hard motivation rather than your master degree.

If you are a rare bird...
- You have an experience in company management (as CEO or CTO) or director management
  skills is really appreciated
- You love martial arts and its values
- You are "Haut de France powered" ;)

Benefits package
- Possibilité de restauration sur site
- Prise en charge partielle des frais de transport en commun

Remuneration
Le poste est ouvert :
- en CDD fonction publique, rémunération selon expérience entre 30 000 € et 40 000 € annuel brut