

Junior Business Developer



Full time



ASAP



Paris 02

Are you passionate about the challenges of the supply chain and the solutions that improve the sustainability and resilience of these environments?

To support our current growth, we are looking for a **Junior Business Developer** to strengthen our team in our strategic markets in Europe. This position is based in Paris, at the headquarters of our company, and you will report to the Sales Director.

YOUR RESPONSIBILITIES

The position primarily covers the retail and industrial sectors, subject to strong regulatory challenges regarding traceability, where Tilkal has notable references.

Specifically, your responsibilities will include:

- Establishing contact with prospects (inbound and outbound) and qualifying their needs.
- Interacting with the account management team and creating opportunities.
- Updating and enriching the CRM (Customer Relationship Management system).
- Presenting the Tilkal platform, articulating its value for a specific industry and/or use case.
- Participating in trade shows and events where Tilkal is present.

YOUR PROFILE

You have a first experience in B2B sales, ideally with a **software publisher or service provider in the retail and/or industrial sector**.

Creative, curious, and autonomous, with a strong taste for taking initiative, you are also an excellent communicator **in both French and English**.

JOINING US...

means becoming part of a dynamic company at the forefront of technological innovation, led by a team of experienced co-founders.

Key advantages and benefits:

- You will work in a multicultural environment with a committed team dedicated to promoting better consumption and production practices, particularly in the areas of sustainability, respect for human rights, and combating fraud.

- You will enjoy a friendly work environment focused on well-being and health (gym membership, high-quality health insurance, remote work, etc.).
- You will have the opportunity to learn and quickly develop your skills, gaining increased responsibilities.
- An attractive salary will be offered based on your level of experience. The compensation package also includes meal vouchers and a 50% reimbursement of your transportation expenses.

ABOUT TILKAL

Tilkal offers an innovative solution specialising in the traceability and transparency of supply chains, from raw materials to finished products. We work with manufacturers and brands in the food, cosmetics, mining, textile and aeronautics sectors, including Danone, Aigle, Daher and Energie Fruit.

Our mission? To bring transparency to supply chains, making them more resilient, sustainable and ethical. Our solution is based on innovative technological building blocks (blockchain, big data, machine learning), enabling manufacturers to increase their control over the life cycle of their products, improve supply chain management and demonstrate their social and environmental commitments to their customers and partners.



To apply, please send your CV to
[recruitment\(at\)tikal.com](mailto:recruitment(at)tikal.com)