



Industrial Senior Trade Advisor – Chicago, IL - USA

Business France Export is a government agency whose mission is to bring together French companies with business partners in the US and Canada to promote the creation of business trends and support their sustainable presence in North America.

Business France North America is organized in business sectors. The Industry and Tech division covers the entire North American market in the fields of Industry and Transport. More than 30 people work for that division, which is currently looking for a Senior Trade Advisor at its Chicago office.

We are seeking for a dynamic individual, with expertise in international business / business development to facilitate business opportunities for French companies on the North American market. Previous Industry experience is also required.

The candidate must demonstrate analytical and organizational skills. He/she must be comfortable in a business environment, flexible and have good team work skills. In addition, the candidate must be able to communicate orally and in writing with French customers and with French and English-speaking North American partners.

Desired start date: February 1st, 2020

Location: CHICAGO – Illinois, USA

Applicants must :

- Be able to work in the United States (green card/citizenship)
- Provide a resume and cover letter. The cover letter should highlight the skills that are needed for this position and must be written in French. The resume can be written in French or English.

Job description:

Main tasks:

1. Advise French companies on their commercial and marketing strategies for the North American market.
2. Introduce French companies to potential partners or clients: targeting, prospecting, organize business appointments, attend commercial appointments, follow up with the North American companies.
3. Contribute to the organization of commercial missions for French companies, in the United States and Canada, during trade shows or business conventions.

The position may involve traveling within the US or to Canada.

Desired skills, knowledge and experience:

- Business or Engineering school graduate. The candidate must hold an undergraduate or master's degree.
- Bilingual in French and English (written and spoken).
- Industry experience of at least 4 years.
- Good communication and networking skills.
- Good writing skills.
- Skills in strategic and economic analysis.

Please send your application to xavier.riquier@businessfrance.fr before January 31st, 2020.
Please write « Industrial Trade Advisor – Business France » as subject of your email.