



Head of Energy-Environment-Industrial Equipment North America

ORGANIZATIONAL PROFILE

BUSINESS FRANCE EXPORT North America provides services to French companies willing to export and invest in Canada and the US. The team has both the knowledge and the experience to facilitate business to business trade relations between France and Canada and the US. With offices in New York, Boston, Chicago, Houston, Detroit, San Francisco, Toronto and Montréal, BUSINESS FRANCE North America is present from coast to coast. With its staff of 100+ sector-specific experts, organized in 4 divisions

- Lifestyle & Services: Fashion, interior design and decor, cosmetics, life sciences
- Agrotech : Food, wine and spirits, equipment for agriculture and the food industries
- Healthcare
- **Industry & Tech: Industry, automotive, aeronautics, energy and environment**

BUSINESS FRANCE EXPORT North America belongs to a worldwide network of 74 offices in 56 countries, providing support to French companies who want to expand their international business. Its mission is to:

- Provide business development services for French companies: information on opportunities, market access and analysis in order to set a strategy/ action plan
- Organize trade missions for French companies looking for importers, distributors, clients and partners,
- Organize trade and promotional events, and
- Help North American businesses to source French products/technologies/services.

POSITION PROFILE

TITLE: Head of Energy-Environment-Industrial equipment North America

REPORTS TO: Managing Director of Industry & Tech North America Division

LOCATION: Toronto/Chicago/Houston

COMPENSATION: Final compensation and salary will be based on the background and experience of the selected candidate. The company also offers a comprehensive benefits package.

Applicants must :

- Be able to work in Canada
- 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.

THE MANDATE

The successful candidate will manage and develop the activity of the Energy-Environment / Industrial equipment division with a team of 5 people (offices in Montreal, Toronto, Chicago and Houston);

Define and implement together with the Managing Director the strategy of the Industry & Tech Division;

Impulse and run programs to create business opportunities for French companies in North America;

identify business opportunities in the sector;

coordinate activity with BUSINESS FRANCE headquarters in Paris

DESIRED SKILLS, KNOWLEDGE AND EXPERIENCE

- Bilingual in French and English
- Good knowledge of French and North-American culture
- Several years of relevant experience in or related to the Environnement/Energy/Industry/Construction sectors with a developed understanding of industry practices
- Strong sales skills
- Demonstrated drive for results
- Team spirit and collaborative work style
- Skills in virtual management and reporting
- Solid organizational skills and the ability to manage many projects at once
- Natural ability to network
- Previous sales or procurement experience in Environment/Energy/Industry/construction sectors a plus.

Please send your application to laurence.grelet@businessfrance.fr before March 20th, 2020.