

BUSINESS DEVELOPMENT LEAD

Permanent Position – CDI

FAT & Associés is a business intelligence consultancy founded in 2010, specialized on the oilseeds, oils and lipids from agriculture to end usages in food, feed, oleochemistry and biofuels.

You will join a small team of experts based in Toulouse, which is performing market analysis and producing private studies to meet clients' requests as well as yearly multi-client studies.

Your responsibilities will include:

- Identify, meet and develop international prospects in the oilseeds & oils industry,
- Meet clients, discuss and recommend tailored solutions (private research project and services (multi-client reports),
- Co-organize our two international congresses, namely the *High Oleic Oils Congress* (HOC, annual event, since 2014) and the *Sustainable Oils & Fats International Congress* (SOFIC, biannual event, since 2015): promote these events, increase their notoriety and audience, attract sponsors and exhibitors,
- Develop & implement new communication and marketing tools,
- Communicate and display on behalf of FAT & Associés during international events.

The ideal candidate would have:

- Master degree in Agri-Business, Commercial or Marketing,
- A solid background in minimum one of FAT & Associés' expertise area (oils & fats market, oilseeds agriculture, food, feed fuel, chemicals),
- Minimum three years' experience in Business Development, ideally in a consulting company or a public or private research/business intelligence institution,
- Bilingual French & English, plus a second language (Spanish, German, Russia or Chinese) in a business context (written and spoken)
- Team spirit and strong will to support the development of a small company.

Please send your CV and cover letter to fturon@fat-associes.com