



Business Development Manager France (f/m/d)

Your role as Business Development Manager:

In your role as a Business Development Manager for our Paris team, you will help us identify profitable business opportunities, offering our services to better meet the needs of top App publishers.

Come and be part of our team of mobile enthusiasts that continue to build a successful business unit supporting our publishers to optimise their advertising revenue, in the always challenging and exciting mobile ecosystem.

Your role:

- Effective pitching of our products and services to top App publishers, media companies and developers, guaranteeing the business growth in the mobile ecosystem.
- Provide potential customers with quotations, negotiate the terms of an agreement and close sales.
- Work closely with other team members in our organisation, who are involved in the different stages of the on-boarding process of new clients.
- Represent AddApptr at trade exhibitions, conferences, and events to promote our solutions.

Your Skills:

- 3 - 5 years of experience in Business Development or Sales roles in the mobile/app industry.
- Existing networks in the Ad-Tech, mobile or gaming space is a plus.
- Open communication, positive nature, and enjoyment in dealing with people.
- Ability to organise your work while working as part of an international team.
- Excellent communication skills both in French and English.

About AddApptr:

AddApptr offers a premium mobile programmatic advertising solution for large app publishers. At its core, AddApptr is a tech company. Billions of ad impressions are delivered each month via the AddApptr Meta-RTB solution, creating millions of Euros in advertising revenues for AddApptr publishers. AddApptr also offers a full-service package, managing all administrative work, account set up and yield optimization for premium publishers. Some of the world's largest app publishers and media companies are AddApptr customers.

What we offer:

- Experience a truly international work environment in a high growth company dedicated to a friendly work atmosphere with flexible working hours.
- A very competitive compensation package and share options program.
- Flat hierarchies and short decision paths.
- Join a market leader in the extremely dynamic mobile programmatic Ad-Tech space.

Come [join](#) our team!