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Job and Collaboration Offer:

Technical Sales Representative Approaching Decision-Makers and Acquiring B2B and B2C Participants



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- Jobs / Partnerships - Job / Collaboration Offers -

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Objective Sciences International, an NGO dedicated to science education with consultative status at the UN (ECOSOC), offers the opportunity for a technical sales representative to join our team and actively contribute to the development of our networks of audiences, participants, volunteers, donors, and partners.

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Objective Sciences International

Our NGO organizes science education and scientific research activities aimed at solving Sustainable Development issues (water, food, energy, biodiversity, climate...). These actions are carried out through [Participatory Research](#) Trips, which take the form of Discovery Classes, Scientific Vacation Camps, or Solidarity Travel for a diverse range of participants: adults, children, teenagers, companies, and public institutions.

Job Description

We are looking for a technical sales representative to develop our outreach and client acquisition strategy among professional contacts and network interlocutors. You will be responsible for targeting and establishing connections with decision-makers across various B2B and B2C networks, with the goal of promoting and offering our scientific and educational travel programs. The networks targeted should attract the following types of participants:

- **Adults** interested in scientific, nature adventure, and solidarity travel, in France or internationally
- **Parents** looking for scientific or language vacation camps for their children and teenagers, or for meaningful family trips
- **Educational institutions** seeking to organize educational and scientific school trips

The potential participants, brought in by the contacts and decision-makers you have identified and convinced, will then be welcomed and assisted by our individual, group, or school tele-advisors, who will support them throughout the information and registration process.

Your Missions

The missions will include:

- Developing a portfolio of B2B and B2C prospects (schools, companies, travel agencies, associations, etc.)
- Approaching decision-makers and negotiating partnerships
- Participating in trade shows, forums, and events to promote the NGO's programs
- Collaborating closely with the marketing team and tele-advisors to ensure follow-up with contacts and registrations
- Drafting and presenting offers and projects tailored to the needs of each type of interlocutor

Desired Profile

- **Experience** in sales outreach, marketing, or partnership development
- **Autonomy, adaptability**, and strong interpersonal skills
- **Fluent in French**, a good level of English is an asset
- **Willingness to travel** for regular trips (on-site presence required in offices in Paris, Nice, Lyon, Geneva, or Grenoble)
- **Communication and negotiation skills**
- **Proficiency in office tools and CRM systems**

Conditions

This position can be:

- **Seasonal, part-time, or full-time**
- **Compensation:** salary or invoice-based if self-employed, depending on your experience (beginner, intermediate, or senior)
- **Additional opportunities:** Student jobs, international internships (Switzerland to France, Belgium to France, etc.)

To Apply

Submit your application by filling out the form available at this link:

<https://www.osi-ngo.org/Jobs/article/proposez-votre-profil-a-l-ong>