

Export Project Manager

- French speaking -
(2020_DE_03)

Under the supervision of your manager, you prospect and manage complex institutional partnership or commercial projects to promote or develop the products, services and expertise of the institution in France and abroad, support its international reach and increase its resources.

Thanks to your network and your in-depth knowledge of a specific geographical area or market, you are the main contact for stakeholders of the region and enable to secure and implement large-scale projects.

Type of contract:

Permanent contract.

Hours of work:

Full-time, Monday to Friday.

Salary:

Gross annual salary: between 40 K€ and 42 K€ depending on experience.

Travelling:

Occasional travels.

Date of planned job start:

On September 1st, 2020.

Main working language

French.

PROFILE

Knowledge and expertise

- ✓ Master sales and business skills (prospecting, negotiation and commercial relations),
- ✓ Skills in managing complex projects and negotiation,
- ✓ Ability to carry out and operating cultural projects,
- ✓ Good knowledge of the museum production chain (mediation, scenography, graphic design, audiovisual and multi-media production),
- ✓ Analytical, synthesis and oral expression skills,
- ✓ Ability to carry out business plans and cost-benefit studies,
- ✓ Ability to manage budgets,
- ✓ Fluency in business English and another language,
- ✓ Knowledge of cultural, institutional and commercial networks in France and abroad,
- ✓ Knowledge of the legal and management rules specific to Public Industrial and Commercial Establishments (EPIC)
- ✓ Knowledge of the public of the institution and its museological offer,
- ✓ Use of available office automation and network tools.

Experience

Professional experience of a few years in the field of commercial negotiation and management of cultural, event or commercial projects. At least 2-3 years' experience in a cultural consulting firm, offices, cultural institutions or private companies specialised in the production of permanent or temporary cultural event. Experience in science and technology museography projects would be appreciated.

Education

Master-level degree in a business school / university with a major in business or in international relations.

Institution:

Universcience, a state-owned public institution of an industrial and commercial nature whose mission is to disseminate scientific and technical culture to the general public, comprises two sites located in Paris: the Palais de la découverte in the 8th arrondissement and the Cité des sciences et de l'industrie in the 19th arrondissement. <http://www.universcience.fr/fr/accueil/>

Application address: recrutement@universcience.fr