



BUSINESS DEVELOPER USA (H/F)

Permanent Full-Time Position

About Us

We are an innovative SME operating in the nutrition and dietary supplement industry. Founded in 2009, we currently employ 90 highly qualified professionals. With a B2B focus and a B2B2C approach, we are recognized as a key player in the development, production, and commercialization of high-value plant-based active ingredients, particularly grape- and saffron-based ingredients.

Specializing in wellness and healthy aging, particularly in the field of neurosciences, we invest 20% of our annual revenue in R&D each year with one clear objective: customer-driven innovation.

We also provide turnkey solutions to our clients through our contract manufacturing and packaging facility dedicated to dry-form dietary supplements, including sticks, capsules, and gummies.

Key Responsibilities

As part of the growth of our U.S. subsidiary, launched in October 2025, you will support our Commercial Director Americas in developing and strengthening our accounts locally within this market.

In this role, your responsibilities will be structured around two main areas:

Commercial Strategy and Business Development

- Conduct an analysis of the U.S. market in order to propose a quantified and well-supported action plan to the sales leadership team.
- Lead negotiations from prospect identification through to the successful closing of new contracts.
- Assess, develop, and structure your geographic territory:
 - Identify future prospects and implement the most appropriate sales approach.
 - Maintain close relationships with clients to identify their short-, medium-, and long-term needs.
 - Actively participate in key commercial events within your territory, including trade shows and webinars.
- Contribute field and market insights to support the development of relevant sales tools and materials tailored to your scope.

Account Management and Customer Retention

- Monitor account organizational charts and expand relationships across leadership teams and target departments/prospects/clients, including R&D, procurement, marketing, regulatory, and others.
- Serve as the main point of contact for customers and, together with our project managers, ensure alignment among the different Activ'Inside stakeholders involved in each project.
- Handle direct negotiations with accounts, including pricing, delivery lead times, supply agreements, and related matters.
- Establish yourself as a trusted partner to decision-makers and promote our industry expertise in order to reduce price sensitivity.



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Your Profile

Independent and experienced, you are eager to be part of the launch and growth of a developing subsidiary. In this context, you are able to manage long sales cycles and adapt your sales approach when customer needs evolve.

Given this expansion environment, your prospecting mindset, determination, and responsiveness will clearly contribute to achieving the objectives set for you. As an Activ'Inside representative, you will embody our values and actively contribute to strengthening our employer brand in the region.

With a higher education background, you bring initial successful sales experience in a B2B environment, ideally within the nutraceutical sector.

You are fully fluent in English. Proficiency in French would be considered a strong plus.

Additional Information

We are committed to recognizing and rewarding our employees' work. As such, we offer a compensation package including a fixed salary and an attractive performance-based variable component.

The position is based in the United States, ideally on the West Coast or in Houston, and involves regular travel.

A six-month onboarding period is planned at our offices near Bordeaux, France, to give you an in-depth understanding of our environment, teams, products, and ways of working before you officially take up your position in the United States.

Visa sponsorship will be provided by the company, and the employment contract will be tied to our U.S. subsidiary.

The role may be carried out under a work organization adapted to the local context, including remote work arrangements, according to terms defined with the company after the onboarding phase.

To learn more about us:

<https://activinside.com/fr/careers/>

To apply, please send your resume and cover letter to recrutement@activinside.com and specify the position title in the subject line.