

# DESCARTES

## [Permanent Contract] Senior Business Developer - Europe

Full-time, Location: 92800 Puteaux, France

### Company Description

**WHO WE ARE** | Descartes Underwriting is an InsurTech founded in 2018 by former HEC, X and ENS and headquartered in Paris. We provide data-driven insurance products based on satellite imagery and IoT to protect businesses and governments against climate risk and natural catastrophes. Following a Series A funding of 18m USD in September 2020, we opened Hubs in New York and Singapore. Today, Descartes' ambitious and international team of 25 is proud to protect 100+ clients - several from the Fortune 500 - in 60+ countries.

**OUR PURPOSE** | Losses from catastrophes and man-made disaster are likely to increase year after year due to demographic density and climate change. We firmly believe that the insurance sector can and must play a critical role in helping enterprises and individuals cope with climate risk. This will require, however, a deep transformation of the sector, as current insurance products often lack transparency, carry expensive premiums, and come with slow claims processing.

**OUR APPROACH** | True to our namesake, René Descartes, one of the greatest European scientific philosophers of the 17th Century, our company draws a distinct advantage in challenging the approach adopted by traditional insurers. Utilizing forward-looking models and real-time monitoring from satellite imagery, IoT and big data analytics, Descartes' products help businesses bounce back faster. In collaboration with our partners, our parametric insurance products can serve clients across the globe, from mid-size tickets to EUR +100 million.

### Job Description

#### COMMERCIAL DEVELOPMENT

This is the main component of the job.

Lead Descartes commercial development in Europe - specific area will depend on the candidate's experience and language skills. This objective will involve:

- expanding our corporate brokers network in these regions
- adapting our sales and marketing strategy to these markets
- implementing digital sales and marketing strategies as well as
- implementing direct sales and marketing actions

#### RELATIONSHIP WITH RISK CARRIERS

Identify risk carriers the targeted regions with a good strategic fit in order to:

- strengthen Descartes brand and trust in Europe
- increase Descartes available capacity and offering in Europe

*The job will be based in Paris, at least for an initial period.*

### Qualifications

- 2 to 5 years experience in a business development position in the B2B space
- Ideally familiar with Corporate insurance
- Graduated with engineering or business degree from a tier-1 university
- Interest in working in a company with a purpose, aiming towards improving businesses' and communities' resilience to climate change
- Team spirit, result-driven and entrepreneur-minded
- Languages: English + German or Spanish