

INTERNATIONAL BDR INTERN - VALUECO

- 📍 **Location:** Paris 15e - 112-114 Avenue Emile Zola + Hybrid remote work
- 📅 **Start:** September 2025 (rolling applications)
- ⌚ **Duration:** 4 to 6 months
- 💼 **Compensation:** Legal internship stipend + 3% commission per signed deal (avg. deal = €20k) + 50% transport covered
- 🌐 **Mandatory languages:** French + English (written & spoken, professional level)
- 🔍 **Additional required language:** Spanish, German, Arabic or Chinese

Who we are

At **ValueCo**, we help listed companies understand what **institutional investors** really think of their ESG (Environmental, Social, Governance) performance.

Over **45 asset managers**, representing more than **€9 trillion in AUM**, already trust us to collect their **proprietary ESG scores**. Our SaaS platform transforms this confidential data into a **clear, structured and actionable market view**.

This unique approach helps companies be better understood, better rated, and better valued.

We work with leading players like **LVMH, ABN AMRO, Bank of America, and Nordea**, and we've won major awards including the **FIR-PRI Award for Sustainable Finance** and the **Environmental Finance Impact Research Award**.

ValueCo was founded by two recognized experts:

- **Mariem Mhadhbi**, former investment banker (ING, Société Générale, Degroof), committed to more responsible finance.
- **Mathieu Joubrel**, sustainable finance researcher (Polytechnique, HEC), published and awarded in Europe and the US.

Their mission: make ESG more objective, comparable, and actionable for financial markets.

The recruitment process

We keep it simple, fast and human:


1. **10-min intro call with Boris** — a quick check-in to see if there's a mutual fit.
2. **30–45 min video interview** — includes a use case + mock sales call with **Boris and a team member**, testing your understanding of the role, the market, and your spoken English.
3. **Final interview with a cofounder** (and an external expert if you speak a language not yet in our team).

✅ **Feedback guaranteed within 2 weeks** if you complete the full process.

How to apply

- Send your **CV in French + English**
- Add a **short email or LinkedIn message** explaining **why you want to join us**

 **No need for a cover letter** — we won't read it.

 Want to really stand out? **Call Boris directly**, like it's your first sales call: **+33 6 72 40 27 98** — between **9:30am and 6:30pm CET**, weekdays only.

The role

You'll report directly to **Boris Hierso Alphandery, Team Lead Sales at ValueCo**, in charge of **international sales strategy**. Boris brings years of experience in **B2B SaaS**, **multichannel prospecting**, and **sales coaching**.

No fluff here: if you want a manager who will **trust you quickly**, **give you real responsibilities** and **coach you on high-stakes projects**, this is your place.

You'll grow **fast**, surrounded by a **supportive and driven team**, while working on a project that actually matters: helping companies shift toward a **more transparent, sustainable and investor-aligned finance**.

In short: you'll be **talking every day with ESG, CSR and Investor Relations leaders at some of the world's biggest listed companies**. That's a huge opportunity to learn, grow, and get inspired.

You don't need a background in business or finance — but you do need to enjoy:

- **Spending time on the phone** (up to 100 calls/day)
- **Finding the right people** on LinkedIn, by email or via cold calls
- **Organizing yourself** to book **quality meetings** for the Sales team
- **Qualifying needs**, accounts and opportunities
- **Understanding what drives ESG decisions in major companies**

Your impact

- **Multi-region targeting:** EU, UK, Americas, Africa (Nigeria, South Africa, Côte d'Ivoire), Middle East, Asia (China, Japan, Singapore, South Korea)
- **Multilingual approach:** pitch & outreach in FR/EN + 1 third language
- **Lead qualification:** identifying top accounts & decision-makers (ESG/IR)
- **Meeting booking:** generating real business opportunities
- **Collaboration:** work closely with Boris and the founders Mariem Mhadhbi & Mathieu Joubrel

What we expect from you

- **Fluent in French & English** (written & spoken)
- You speak **one more language:** Spanish, German, Arabic or Chinese

- You're comfortable speaking, dynamic, structured, and resilient
- You love challenges and want to learn fast
- You're looking for a **cool, demanding, and mission-driven** team

✨ Why join us?

- Work on a **real impact topic**: sustainable finance
- Get trained on **multichannel international prospecting**
- Join a **caring, ambitious, and pedagogical team**
- Take on **real responsibilities** with **concrete business impact**

Want to apply or learn more?

Connect with Boris on LinkedIn: <https://www.linkedin.com/in/boris-hierso-alphandery/>

Or book a meeting directly: <https://calendly.com/boris-valuecometrics/30min>

More about us: www.valuecometrics.com