



STORY OF THE MONTH | THE POWER OF MATCHMAKING

Understanding the importance of hierarchy in French business culture is crucial for any company looking to expand into France. Unlike in the Netherlands, where a flat organizational structure is common, French companies often prioritize decision-making authority and respect for titles. This means that connecting with the right person at the right level can significantly impact your ability to build effective partnerships.

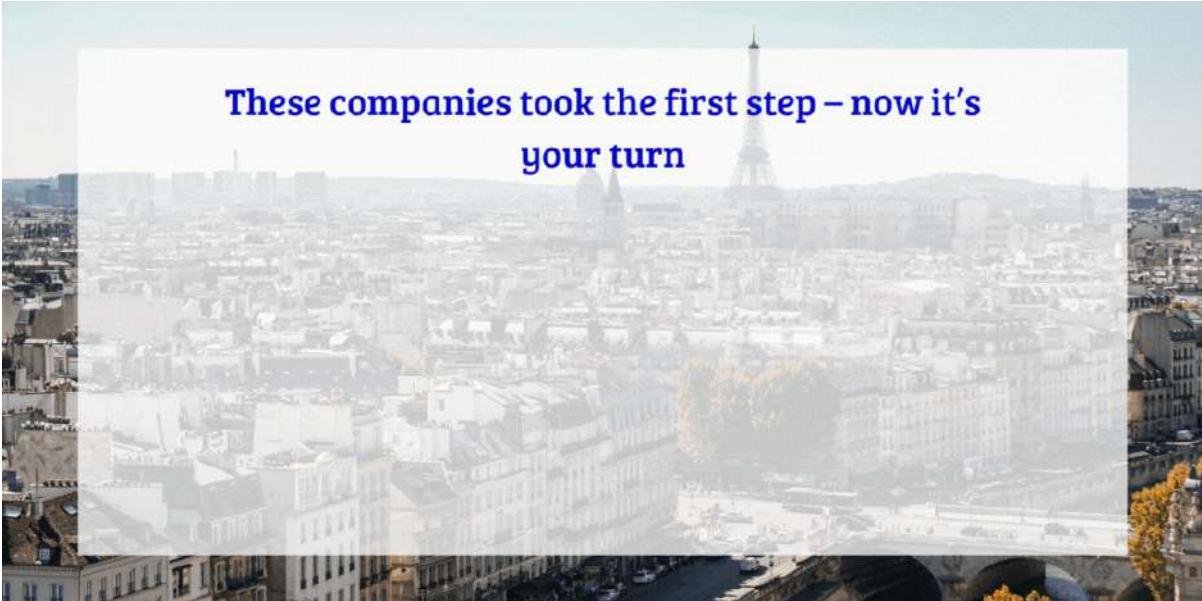
With this context in mind, our **Matchmaking Program** offers a valuable opportunity to engage with essential players in the French market, providing the insights and confidence needed to navigate this dynamic landscape.

Through our extensive network, we've developed valuable relationships across various industries. Our French team will work with you to create a longlist of about 20 tailored contacts—whether they're potential clients, partners, or colleagues. We then refine this to a shortlist of promising candidates and set up meetings, ensuring you connect with key decision-makers. If necessary, we can also join as translators to facilitate smooth communication.

But don't just take our word for it. Businesses like sectors like the **food , retail, mobility, tourism, banking and marketing industry** already successfully participated to the Matchmaking Program.

We invite you to discover how our Matchmaking Program can work for you. If you have questions or want to discuss your goals, reach out to us. Our team is here to support you in making your journey into the French market as effective as possible.

[Get Started with Matchmaking](#)



**These companies took the first step – now it's
your turn**

WELCOME TO OUR NEW MEMBERS

ONE HUNDRED restrooms is a Dutch company, with 80+ locations in Europe. ONE HUNDRED restrooms wants to change a toilet visit at highway service stations, train stations, shopping centers and other high traffic locations from a stressful experience to a moment of well-being. Next to a modern interior in which hygiene and comfort are central, every location is equipped with interactive modules aimed at the well-being of visitors. ONE HUNDRED's drivers are: experience, impact and technology. Learn more about ONE HUNDRED [via this link](#).



SUNROCK

Sunrock is the leading European developer of large-scale solar roofs and integrated clean energy solutions, developing customised energy strategies for owners and occupiers of logistics real estate and C&I (Commercial & Industrial) clients. The solar energy solutions include solar systems, battery energy storage systems (BESS), and asset management. The company takes care of all aspects of solar projects, including feasibility studies, subsidy applications, financing, insurance, and the operation and management of solar parks to optimise the use of the climate-friendly energy generated. Learn more [via this link](#).



SECTOR SPECIFICS | CYCLING IN FRANCE



The use of bicycles as a mode of transport has significantly increased in France in recent years. Driven by the pandemic, the upcoming Olympics, and a growing demand for sustainable mobility, more French people are opting for cycling. This trend presents opportunities for Dutch cycling companies. Our report '**Pedaling Progress – A Dutch Solution for Bicycle Parking**' highlights opportunities for public-private partnerships in developing bike parking facilities. Download the market report [via this link](#).

Interested in the French cycling sector and its opportunities? Contact nk@nfcc.fr.

JOB OPPORTUNITIES

Each month, we highlight career opportunities for the French market from our NFCC members.

Our member **CM.com** has two great opportunities at their Paris office. They are looking for a **Sales Development Representative** (junior) and a **Account Executive** (mid-level). Learn more by clicking the button below.

[Learn more](#)

UPCOMING EVENTS



Rendez-vous Réussi:
Wat komt er kijken
b...

 Nov 14, 2024
(15:00 – 18:00) (GMT+1)
 Buitengewoon de PHIL
Tilburg, Noord-Brabant, The Nethe...



Cracking the Code:
Effective B2B Sales
f...

 Nov 28, 2024
(10:00 – 11:00) (GMT+1)



New Members
Meeting | December

 Dec 6, 2024
(10:00 – 11:00) (GMT+1)

MADE POSSIBLE BY OUR MEMBERS



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