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## **Business Development Manager - Hunting Flanders**

**BRUSSELS**

### **External Description**

## **BUSINESS DEVELOPMENT MANAGER - Hunting Flanders**

### **Goal**

bpost is always on the move. We create an environment for our people with challenging projects, inspiring collaborations and the latest technologies, with interesting job opportunities and training programs for every employee.

Within this context, we are looking for a Business Development Manager with a strong acquisition profile & mindset.

### **Mission**

Are you our new Business Development Manager with a passion for ecommerce logistics and marketing to join our team of game-changers?

We identify, pursue and close new business opportunities with e-commerce clients, ranging from startups to the bigger names in the industry. We strive to leverage our expertise in logistics and marketing to deliver innovative and tailored solutions that exceed our clients' expectations, while driving growth and profitability for bpost.

### **About the job**

As a Business Development Manager your objective is to be the point of reference for prospects located in Belgium, active in the e-commerce industry. You're the e-commerce & marketing consultant your future customers don't need to hire.

Your main duties will include:

- Identifying & converting prospects to customers by pitching our services
- Establishing strong relationships with key stakeholders in the ecommerce & marketing industry
- Developing and executing sales strategies that drive revenue and growth

Here are the skills and qualities we're looking for:

- A master of persuasion, with the ability to sell ice to Eskimos
- A savvy player in the ecommerce game, always in-the-know about the latest trends and technologies
- A love for acquiring companies, from startups to the bigger brands
- A team player who thrives on collaboration and loves to inspire others but is equally highly self-motivated to work autonomously
- A fearless go-getter who's always ready to take on new challenges and push boundaries

## Your profile

- Bachelor degree (or equivalent through experience) and 3 years of experience in a sales or marketing role (plus if linked to ecommerce, ecommerce marketing or logistics)
- Fluent in Dutch or French (bilingual is a plus) & good knowledge of English and the other national language
- Proven track record in selling services to customers
- "hunting" sales profile
- In-depth knowledge or passion about the e-commerce and/or media landscape
- Positive mindset with great eagerness to learn & high dose of curiosity
- Great communication & presentation skills, negotiation techniques, consultative & social selling skills. You like to analyze & define your sales approach in order to be efficient.
- Work ethic : independent, proactive and hands-on with a focus on results. You set the right priorities and use a pragmatic approach in combination with a critical mindset.

## Why bpost ?

Like many other companies, we offer a nice benefits package in addition to the monthly salary, including meal vouchers, hospitalization insurance, group insurance, 20 days of leave and 7 extra

days of statutory leave, a thirteenth month, double holiday pay and many benefits with more than 100 bpost partners.

This is what really sets us apart:

Decisions are made here in Belgium. At the same time, you will be part of an International group, thanks to our many activities in Europe and Asia.

You will find yourself in a company in full change. Admittedly, this creates some complexity, but above all lots of challenges and innovative projects.

The atmosphere, the collegiality and the friendly bpost culture is unique. And we will prove it.

You can focus 100% on your job, with optimal support from all our internal services.

As an international provider of parcel logistics and e-commerce services, we create real connections between millions of people, businesses and communities. Our team of more than 36.000 employees is our greatest asset in this history. Through them, we continue to play a key role in our ever-changing society.