



## Business Development Manager - Telecom

BRUSSELS

### External Description

## BUSINESS DEVELOPMENT MANAGER B2B Telecom

### Goal

bpost group 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 B2B to reinforce our team. In this role you will focus on the Telecom industry and will be responsible for expanding our B2B Logistics initiatives. You will do this through market research, strategic sales initiatives, and strong relationship management.

If you thrive within a start up environment, our new B2B organization has the right opportunity for you.

### About the job

The business developer will assume a crucial role in developing the B2B activities within bpost (focus on Belgium but also international flows from Belgium).

- Market research: Analyze the market to identify new business opportunities including potential customers, competitors and market trends.
- Relationship Management: Develop and maintain relationships with existing and potential business customers to build long-term partnerships.
- Cross-functional collaboration /Product development: as part of an agile squad whose objective is to build bpost's B2B business, the business developer must be able to work well with colleagues from operations, marketing and customer service
- Sales Strategies: Develop and implement an effective sales strategy

- Contract negotiations: Lead negotiations with customers/prospects that meet the squad's objectives
- Customer Service: Ensure excellent customer service by resolving customer inquiries and issues in a timely and effective manner.
- Reporting: Report regularly to senior management on progress, performance and any challenges within the B2B logistics of parcels and pallets.

## Your profile

- Experience in B2B logistics, certainly domestic (international can be a plus)
- NL and Fr sufficient to do business development in both languages; virtually bilingual therefore
- Business development experience / hunter mentality
- Self starter, must be able to work autonomously and have a pro-active attitude
- Excellent communication and negotiation skills
- Proven experience in business development or hunting, preferably in the B2B logistics or transportation sector
- Strong understanding of logistics and supply chain processes, specifically focused on the B2B market
- Ability to build strong relationships with business customers and partners
- Analytical ability to identify market trends and capitalize on business opportunities
- Skill in managing sales pipelines
- Excellent problem-solving skills and ability to perform under pressure
- Flexibility and adaptability in a rapidly changing environment
- Strong organizational and planning skills
- Willingness to travel within Belgium for customer visits and business meetings

## Why bpost?

Like many other groups, we offer a nice package of benefits in addition to a monthly salary, including a company car, hospitalisation insurance, group insurance, disability insurance, a bonus, 20 days' leave and 7 extra statutory leave days, a lump-sum reimbursement of expenses and many benefits for more than 100 bpost group partners.

Next to Belgium's leading postal operator, bpost group is of course also an **important parcel and e-commerce logistics** provider in Europe, North-America and Asia. We deliver mail and parcels to millions of doorsteps and provide logistic services to businesses and consumers.

Is the vacancy above something for you? Then you're definitely someone who cares, who dares and who likes to work together. Because at bpost Parcels & Logistics...

...we care. bpost group has always acted as a kind of link between people, societies and companies. Due to digitization, there is less contact between people, but our connecting and ubiquitous role has never been stronger. In addition to the important social services bpost group provides, we are also one of the largest employers of short-schooled employees, offering them the opportunity to graduate from secondary school. **You'll have an impact on society and everyone in it.**

...we dare. In an economy that forces us to evolve at lightning speed, we think and act fast. We work on short-term projects, since we don't know what tomorrow will bring. We're decision-makers. We're flexible. We think internationally. And we work faster and more efficiently every day through robotization and automation. Because **you'll be working for the growth engine of the group.**

...we work together. All the above with the realization that we're not alone. With over 34,000 employees in Belgium and across the globe, **you will work in an environment that is driven by people.** And our chain is only as strong as its weakest link (yes, cliché buster). That's why we are permanently connected to the business and the teams on the ground. The human dimension is of great importance within our company, at all levels. We invest in machines, but we are built on people. They are the strength of our business.