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## Business Development Manager - SME Hunting

BRUSSELS

### External Description

#### Business Development Manager - SME Brussel

bpost strives to create an inclusive environment with challenging projects and inspiring collaborations. With our employees at the heart of our organization, we don't believe in jobs, we believe in careers. We're now looking for a Business Development Manager who will help us connect people and society.

#### Your 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.

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:

We do not only deliver letters and parcels, but also opportunities. This job is open to all with diverse backgrounds and talents, possessing the following skills:

- 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.

### Our offer:

Like a long-awaited parcel, we want to make you feel welcome and valued. Our offer includes:

- Competitive monthly salary
- Meal vouchers
- Hospitalization-, group- and disability insurances
- A phone subscription and company car
- 20 days of statutory leave and 7 additional extralegal days off
- An end-of-year and performance-based bonus and double holiday pay
- Many benefits from more than 100 bpost-partners

### About bpost

bpost is Belgium’s leading postal operator and as a part of bpostgroup we are a growing parcel & omni-commerce logistics partner worldwide. With a **focus on social and environmental sustainability**, we aim to be a trusted guide in a changing world. As our newest team member you will:

- Become part of **#thebiggestteamofBelgium** with a unique atmosphere and culture.
- Enjoy a **dynamic work environment** with a hybrid model allowing for flexibility.

- Have access to **continuous learning and development** opportunities.
- Have a direct **impact on decision-making** in an international success story.
- Thrive in a **leadership culture** centered on visioning, sense making, innovation, and relating, empowering you to lead effectively in our forward-thinking organization.

[Find out more about bpost and bpostgroup](#)

**No match?**

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**More info?**

Feel free to reach out to **Marty Delang**