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## Partnership Manager Retail & Banking

BRUSSELS

### External Description

## Context

bpost is always on the move. We create an environment for our employees filled with challenging projects, inspiring collaborations, and the latest technologies, alongside attractive employment and training programs for everyone.

Within bpost Belgium, the retail network is a key pillar. Thanks to a physical presence with post offices, postal points, parcel points, and lockers, the retail network drives the rollout of new activities. As part of the transformation of bpost Belgium, we aim to transform post offices into multi-service centers through relevant partnerships with third parties. As a partnership manager, you will play a leading role in this transformation.

## Your mission

The Partnership Manager Retail & Banking is responsible for identifying relevant new service activities for post offices and negotiating win-win partnerships with third parties to generate additional revenue for the company.

## Tasks and Responsibilities

- Identifying relevant new services for post offices through benchmarks, trend analyses, and consumer research.
- Building and maintaining relationships with potential partners across various sectors.
- Negotiating win-win commercial agreements with third parties.
- Rolling out new services in post offices, considering staff training needs, the development of new tools and/or formats, and necessary marketing plans.
- Achieving revenue ambitions from new income streams.
- Following up on and managing ongoing partnerships on a day-to-day basis.
- Leading the "Service Center of the Future" track within the overall transformation plan of bpost Belgium.

## Profile

- You combine strong program management skills with leadership and influencing capabilities.
- Master's degree or equivalent experience.
- 8 to 10 years of experience managing significant business initiatives.
- Thorough knowledge of project and process management.
- Your analytical approach allows you to quickly understand industries and build business cases by diving deep into details, while maintaining a clear overview to make your conclusions highly understandable.
- Your commercial mindset enables you to understand the needs of your counterparts and craft creative solutions for mutually beneficial deals.
- Sufficient credibility and authority to build relationships with senior stakeholders inside and outside the organization.
- Resilient under pressure and reliable.
- A high degree of autonomy to own and lead the program without requiring constant instructions.
- Strong leadership to coordinate various initiatives and steering committees.
- A can-do attitude and solution-oriented mindset.
- Strong communication skills.
- Excellent knowledge of Dutch, French, and English.
- Proficient in Microsoft Office tools and Business Objects.
- Interest in the financial and retail sectors.

## 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

## Why bpostgroup?

bpostgroup is Belgium's leading postal operator and a growing parcel & omni-commerce logistics partner globally. 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 the bpostgroup family 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.

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