



Business Development Manager

BRUSSELS

External Description

Business Development Manager

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, ready to connect the most innovative e-commerce companies in the Belgian market?

We are the most human and sustainable company, with the ambition of being the physical connector between e-commerce businesses and Belgian consumers.

For e-commerce companies, bpost is not just a logistics player specializing in omnichannel logistics, order fulfillment, cross-border shipping, and last-mile delivery. We also offer communication solutions to drive traffic to their websites and boost sales conversions.

As a Business Development Manager:

You are a true "hunter", able to identify and develop new strategic opportunities with both existing clients and prospects. You leverage your network, your initiatives, and your expertise in the e-commerce field. You are the driving force behind bpost's development in the Belgian market.

You build relationships with new prospects and transform raw ideas into profitable business plans for both parties.

You manage these relationships beyond the launch phase, regularly organizing business meetings to build strong and strategic partnerships.

Your profile

At bpost, it's not about where you come from, but where you want to go. What you bring to the table matters more than your background. For this job, we are looking for someone with the following skills:

- You have at least 5 years of experience in a business development role within the logistics sector.
- You are a natural communicator and know how to adapt your message to different audiences. You are fluent in Dutch and English. Thanks to your interpersonal skills, you build strong and lasting relationships with ease.
- You master sales techniques and have experience with long and complex sales cycles.
- You are autonomous, proactive, result-oriented, and combine a practical mindset with critical

thinking.

- You demonstrate sound judgment and diplomacy when handling confidential or sensitive matters.

Our offer

Like a long-awaited parcel, we want to make you feel welcome and valued. Our offer includes a competitive monthly salary, that goes without saying. On top of that, you can count on:

Meal vouchers of €8 per working day

Hospitalization-, group- and disability insurances

A phone subscription, including 25GB data

A flexible remuneration plan, which allows you to customize your own benefits. A company car, bike leasing, public transportation, extra days off,... the choice is yours

Possibility to enter the Federal Mobility plan

Work/life balance, thanks to flexible working hours and the possibility to work from home

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 evolving to a regional and digital expert in parcel size logistics. With a focus on social and environmental sustainability, our people are the foundation of everything we do. We believe in fostering a culture that supports diversity, inclusion, and career growth—ensuring that every team member has the opportunity to thrive and succeed.

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

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More info?

Feel free to reach out to Cheima HAMDİ

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