



Data Solution Expert

BRUSSELS

External Description

Data Sales Support Manager

Goal

bpost is Belgium's leading postal operator and plays a key role in maintaining the country's economic and social fabric. Our 26,000 employees connect consumers, businesses and public sector organizations by delivering letter mail and parcels to homes and offices and providing logistics services. Our extensive network ensures we are always close to our customers for postal and basic banking services.

In this regard, bpost has developed several data services in order to help its business clients in their (direct) marketing challenges: data supply (Selectpost: 1,7 mio registered consumers), data analysis & data quality.

Within this context, we are looking for a Data Sales Support Manager to join our data support team that delivers any of those data services for our clients.

About the job

- You are passionate about data and audiences
- You are the "go to" person within bpost with regards to any of our data services we offer our clients. In this role of data expert, you can also join client meetings to understand their needs & elaborate on our data services to answer those needs.
- You are the expert that drives the data knowledge sharing and training within the data support team & among the sales community of bpost
- You are responsible for securing/developing/revising the sales operational processes for our data services to be efficient & fit with the reality. In this context, you coach 2 data experts in their daily requests

- You update & develop the sales material and tools required in order to sell our data services
- You report & anticipate on the business results from our data services
- You think along with other data experts about the future of our data offering
- You handle some administrative tasks such as invoicing, contract management and gdpr obligations
- Negotiate commercial terms and conditions with new and existing customers when required

Your profile

- Master degree and/or 5 years of experience in marketing or sales position involving data in communication / advertising environment
- Have a commercial & marketing mindset who can understand clients' targeting and audience needs and translate them into data solutions & opportunities. Have an overview of the marketing challenges in a variety of different sectors is a plus
- You combine strong analytical skills with a creative mind to bring the best possible answer to our clients' needs & to challenge the status quo
- You are independent, proactive, communicative, and hands-on with a focus on quality & results. You set the right priorities and use a pragmatic approach in combination with a critical mindset.
- Can-do mentality
- Fluent in French, Dutch and English
- GDPR knowledge is a must, Excel has no secrets for you anymore

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.