



Business Development Manager Pixel

BRUSSELS

External Description

BUSINESS DEVELOPMENT MANAGER - Pixel Inspiration

Goal

Pixel Inspiration Benelux, part of bpostgroup, is a young and dynamic company, active in digital signage solutions. We provide businesses with the ability to communicate digitally with their employees or customers by installing screens and providing the necessary software and dynamic content. We offer our clients an A-to-Z total solution!

Curious about our projects? <https://www.pixelinspiration.com/be>

As part of the bpostgroup and as a sister company of Pixel Inspiration Ltd, the market leader in digital signage in the UK, we have a strong foundation to expand our activities in the Benelux region.

To achieve this growth, we are looking for a friendly colleague to join us as a Business Development Manager.

About the job

As a Business Development Manager you play a crucial role in the expansion of Pixel Inspiration within the Benelux region. The following tasks are an insight in the daily activities of the role.

- **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.
- **Sales Strategies:** Develop and implement an effective sales strategy
- **Contract negotiations:** Lead negotiations with customers/prospects that meet the squad's objectives
- **Sales Admin:** Prepare quotes, presentations and work on tenders.
- **Customer Onboarding:** Collaborate closely with colleagues to successfully implement our services for new clients.

Your profile

- **Experience/Interest:** You have some experience or strong interest in the world of digital signage, audiovisual, or retail sectors. You quickly adapt to new software and have an interest in or some knowledge of screens, players, and networks.
- **Communication:** You have strong commercial and communication skills. You can easily connect with potential clients, partners, and colleagues, and you are proficient in Dutch, French, and English. Additional language skills are a definite plus.
- **Team Spirit:** You enjoy working in a team and know how to discuss matters openly when needed.
- **Mindset:** You are entrepreneurial and result-oriented.

What we offer

- **Salary Package:** We offer you an attractive fixed gross monthly salary, supplemented with a company car, fuel card, and extra-legal benefits such as meal vouchers, hospitalization insurance, expense reimbursement, and an annual bonus system.
- **Development Opportunities:** We provide you with the chance to further develop your skills and explore the world of digital signage.
- **Involvement:** You will be part of a small, friendly team where you will be involved in the entire process, and your input or ideas can make a difference.

Don't hesitate to contact us if you're interested or if you have questions. We're excited to get to know you!