



## B2B Business Director

BRUSSELS

### External Description

#### *B2B Business Director*

bpostgroup 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 B2B Business Director who will make us move.

*bpostgroup is embarking on a transformative journey to establish a leading position in the B2B specialized logistics services creating a seamless end-to-end (E2E) offer. This project is part of a large transformation initiative designed to make bpost a digital company active in regional parcel logistic services. To spearhead this pivotal initiative, we are seeking a seasoned B2B Business Director to develop a robust strategy and lead its execution. The strategy will integrate the extensive capabilities already existing across subsidiaries, as well as new capabilities that we are building across functions. The role support the growth development of our 3 business units and does not have its own PNL.*

#### **Your mission:**

**Strategic Leadership:** *Develop and execute the strategy to position bpost as a leader in the B2B specialized logistics services. Work across several verticals and build strategic alliances with market leaders. Build business case for investments.*

**New Product Development:** *Drive solution design and build a new portfolio of products and services that are unmet in the market. Create unique E2E logistic solutions to address unmet customer needs. Integrate existing capabilities across bpost subsidiaries and new capabilities that are being shaped within the company transformation program. Work in close collaboration with other transformation leaders, operation, customer service, finance and the digital team. Lead detailed cost analysis and pricing strategy.*

**New Product Implementation:** *After pilot and scale up, lead the solution implementation to ensure excellence in customer experience and to validate business assumptions. Coordinate product launch and sales training all across the organization.*

**Team Development:** *Build the commercial and the new product development teams that will own and execute the B2B strategy. Develop talents.*

**Contract Negotiation:** *Work closely with all stakeholders to negotiate critical contracts that support strategic business objectives.*

**Business Reporting:** *Define and monitor business KPI. Manage comprehensive business reporting to monitor, adjust, and drive forward our strategic goals.*

#### **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:

- **Education:** *Master in engineering or sciences with a MBA or Master in Business and Economy with a track record in the logistic, B2B or digital industry.*

- **Experience:** More than 15 years of experience in business unit management, sales management, innovation management with a history of handling revenue streams exceeding €400 million. Track record in business transformation and project management.
- **Strategic and Entrepreneurial Mindset:** Demonstrated ability to think strategically and entrepreneurially with a proven track record of developing new business ventures with long-term impact.
- **Industry Knowledge:** Extensive experience in logistic engineering, preferably with exposure to the spare parts, healthcare, and re-commerce sectors.
- **Leadership:** Strong experience in team and talent management, capable of leading senior teams and fostering an environment of growth and innovation.
- **Product Development:** Strong experience in project management. Hands-on experience in product launch and development within logistics or a related field.
- **Decision-Making:** play a crucial role in shaping the company's direction by identifying areas for growth, optimizing resource allocation, and making informed decisions based on financial data
- **Languages:** Fluency in English, French and Dutch

#### 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.

[Find out more about bpostgroup](#)

#### No match?

[Explore other exciting job opportunities with us.](#)

#### More info?

Feel free to reach out to Isabelle Leparlier

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