



Commercial Analyst - PUBLIC

BRUSSELS

External Description

Commercial Analyst

At bpost, we don't just offer jobs – we offer careers.

As a purpose-driven company, bpost is committed to building an inclusive and engaging environment, powered by our people. We connect individuals and communities through innovative logistics and communication solutions.

We are currently looking for a Commercial Analyst to strengthen our team and contribute to the development of future-oriented products and services.

Your mission:

As a Commercial Analyst, you will support the Marketing Manager and Product Owners with strategic insights and data-driven analysis. You will play a key role in optimizing our product portfolio and business development efforts by providing in-depth knowledge of market dynamics, pricing trends, customer segments, and competitive intelligence.

Your responsibilities:

- Conduct in-depth market analysis, including demand trends by segment, technology shifts, and market share evolution.
- Build and maintain the market and pricing modeling
- Provide robust data support for business case development in coordination with Product Owners, the Marketing Manager, and Finance.
- Monitor and analyze the CRM-based sales pipeline, ensuring accurate and up-to-date tracking.
- Contribute to strategic planning and budget preparation through market and sales data gathering and analysis.
- Lead margin analysis to support portfolio optimization and profitability improvements.
- Identify high-potential prospects by leveraging field interviews and industry intelligence.
- Analyze customer satisfaction surveys following product launches.
- Collaborate cross-functionally with teams including Commercial Excellence, Finance, Operations, and Customer Support to generate actionable business insights.

Your profile:

- .Master in science degree in economics or equivalent experience.
- Previous experience in commercial analytics roles
- Strong analytical and problem-solving skills.
- Good understanding on the basic financial computations of profit, operational margin, churn.
- Ability to synthesize data from multiple sources into actionable insights.
- Strong collaboration and communication skills.
- Fluent in French or Dutch, very good knowledge of English.

Our offer:

Competitive monthly salary.
Meal vouchers
Hospitalization, group, and disability insurances
A phone subscription and company car
20 days of statutory leave and 7 additional extra-legal days off
End-of-year and performance-based bonuses, plus double holiday pay
Benefits from over 100 bpost partners

About bpost

bpost is Belgium's leading postal operator and, as part of bpostgroup, we are a growing parcel & omni-commerce logistics partner worldwide. With a strong commitment to social and environmental sustainability, we aim to be a trusted guide in a changing world.

By joining us, you will:

Become part of **#thebiggestteamofBelgium** with a unique atmosphere and culture.
Enjoy a dynamic work environment with a flexible hybrid model.
Have access to continuous learning and development opportunities.
Directly impact decision-making in an international success story.
Thrive in a leadership culture focused on vision, innovation, and empowerment.

#bpostgroup #LI-DNI