

## **BUSINESS DEVELOPMENT MANAGER**

ALTERNATIV empowers and inspires people and organizations by creating the future of work.

We are currently looking for a new colleague who wants to join our Team as a BUSINESS DEVELOPMENT MANAGER being the cornerstone of the expand of our business around our 4 Strategical Activities:

**Consultancy, Design & Build, AV Technology and Office Furniture**  
to 'Create Passion Together' with our clients

### **Why?**

A work environment is a society in which you spend a lot of time. Where you get space to be at ease – alone and with your colleagues. Where your productivity and creativity are stimulated. In short, where you enjoy working.

That is why Alternativ believes that every dynamic office solution starts with listening and discussion. About wishes and people.

To then provide innovative ideas for a future-proof, flexible work environment that professionally matches personality.

Tailored to every organization, but always with human centered.

Clients can count on us to be tailored to the needs of each and every organization, but always with the focus on people.

### **The Scope**

- He/She is in charge of identifying new business opportunities within our existing and new customers in order to grow our business and generate additional revenue.
- He/She will convince our stakeholders of the pertinence of our Unique Selling Proposition.
- He/She creates an elevator pitch, assess the strengths of our business proposition.
- He/She works together with our Strategical Partners and our Internal Competences to improve our market share with the support of our marketing team in targeting market segments, as large private and multinational organizations, education, or hospitality.

## Responsibilities

- Search and identify new business opportunity within our existing and new potential customers.
- Identify and meet face to face with the decision makers to understand their needs and challenges to build up our USP.
- Develop and work on strategical business proposals to improve our profitability and grow our business.
- Provide professional advice in relation with our 4 activities: 'Workplace Consultancy', 'Design & Build', 'AV & Technology' and 'Office furniture'.
- Developing project scopes and objectives, involving all relevant stakeholders and ensuring the technical, organizational and financial feasibility.
- Manage the relationship with our Clients and Partners.
- Curious and follow new trends and developments related to the evolution of the workplace the meet the needs of dynamic and hybrid organization

## Requirements

- Great educational background, preferably in the fields Workplace Consultancy, Design and Build, Workspace management or Furniture.
- Proven working experience in developing new business opportunities in a B2B market including growth, new trends setting or customer expectations when related to their work environment.
- Everything which touches interior, design, work environment or audiovisual solutions fascinates you.
- The ability to work independently and .... A certain amount of impatience (things have to move on) are an asset.
- Excellent client-facing and internal communication skills excellent written and verbal communication skills.
- Curiosity is your thing. You love learning. Sharing your knowledge is easy for you.
- Solid organizational skills including attention to detail and multi-tasking skills
- Strong working knowledge of Microsoft Office and CRM-Systems.
- Fluent in languages: NL - FR - EN

## **We Offer**

We offer a full-time job in a growing company where passion is created with and for our customers.

You will be part of an enthusiastic group of colleagues who excel in complementarity.

You will receive an attractive salary and a package of extra-legal benefits (group insurance, company car, meal vouchers, mobile phone, laptop), in line with your motivation and professionalism.

## **Our Customers**

You can find a list of our references on our website:

<https://www.alternativ.be/en/realisations/>

Or through our linkedin.com company page :

<https://www.linkedin.com/company/alternativ-furniture-solutions/>

We target B2B customers who're interested in added value and personalized solutions, ideally with a project size from 250 m2 to 5000 m2.

## **How to apply?**

If you are interested in this offer, please send us your CV and a cover letter to

**[jobs@alternativ.be](mailto:jobs@alternativ.be)**