

BUSINESS DEVELOPMENT MANAGER (B2B)

We are currently looking for a new colleague who wants to join our Team as a
BUSINESS DEVELOPMENT MANAGER (B2B)

being the cornerstone of the expand of our business around our 4 Strategic Activities: **Consultancy, Design & Build, AV Technology and Office Furniture** to 'Create Passion Together' with our clients

About us...

As a Design & Build company, Alternativ Workspace Solutions has acted over the past 29 years as the single point of contact for combining the multiple skills involved in the design, fit-out and renovation of offices.

We target B2B clients who are interested in added value and personalized Design & Build solutions, ideally with a project size from 250 m2 to 5000 m2. We provide our clients with guidance throughout their project with different tasks including: Diagnosis of their needs, office space-planning, estimates, site management, fit-out, audio visual integration, renovations, partitions, design and furniture.

Our team is composed of Business Developers, Sales Assistants, Project Managers, Technical Project Managers, Workplace Consultants, Interior Designers, Marketers, Furniture & Partitions Installers.

The Scope

- You're in charge of identifying new business opportunities to grow our business.
- **Develop & nurture relationships** with key persons at prospects/clients.
- You set-up and execute **meetings, demos & concepts presentations** with prospects/clients.
- You promote and develop our **4 business activities**: Workplace Consultancy, Design & Build, AV & Technology, Office furniture.
- You represent the company at commercial events.
- You analyse and understand the clients needs and ensure the client satisfaction.
- You **manage the relationship with our clients and partners** and keep our CRM up to date.
- You work together with the team and our strategical partners to improve our market share.
- You lead and follow up internal departments according to the client request (*You work with the designer to develop a concept; you provide the Project Managers with the information needed to implement a concept, etc...*)

Profile

- You have a proven **experience in developing new business** opportunities in a B2B market including growth, new trends setting or clients expectations.
- You have a bachelor diploma or similar, but first and foremost **you have a heart of sales** and sales is running through your veins.
- You can communicate, both oral and written, in Dutch, French and English.
- **Excellent client-facing** and internal communication skills excellent written and verbal communication skills.
- Strong working knowledge of **Microsoft Office and CRM-Systems**.
- You're passionate about design and furniture.
- You're a team player and have a problem-solving aptitude.
- You're curious and follow new trends and developments related to the evolution of the workplace.

We Offer

- We offer a full-time job in a growing company where passion is created with and for our clients.
- You will be part of an enthusiastic team with complementary skills.
- You will receive an attractive salary and a package of extra-legal benefits (group insurance, company car, meal vouchers, mobile phone, laptop).

Our Clients

You can find a list of our references on our website: <https://www.alternativ.be/en/realisations/>

Or via our linkedin.com company page : <https://www.linkedin.com/company/alternativ-furniture-solutions/>

Interested in this offer? Please apply via jobs@alternativ.be