



BUSINESS DEVELOPER

En vue d'un CDI, Namur

Fonction :

As Business Developer, you will be responsible for creating and pursuing new opportunities, managing your leads and client pipelines but also for implementing profitable sales strategies as directed for new and existing customers.

A core function of this role is constructing complex technical tender submissions and proposals as well as the management of requirement definitions, bid responses, product demonstrations and business cases.

Your missions are:

- Identify, generate, qualify and convert new leads / clients
- Manage relationships with existing customers worldwide to build brand loyalty and increase secured opportunities
- Relationship nurturing including the resolution of issues, retrieval of customer feedback and integration of business to develop true client partnerships
- Create and manage (digital) marketing content and strategy to organize business fairs and conferences events.

Profil :

- Master in Marketing, Sales, Management,...
- Fluent in English and French
- Good Knowledge in MS Office
- Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Willing to travel, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism.

Pour postuler :

- Veuillez envoyer votre CV accompagné d'une lettre de motivation à l'attention du service du personnel par mail : recrutement@lease.lu.
En transmettant votre candidature, vous donnez votre consentement pour le recueil et le traitement de vos données personnelles en vue de pourvoir un poste vacant et/ou de vous inscrire dans notre réserve de recrutement.
Votre candidature sera traitée avec attention en toute confidentialité.