

JOB DESCRIPTION



Role: Business Development Manager Market Research Services
Location: Engels Plein 35/01.01 – 3000 Leuven - Belgium

The Company

Bilendi is one of Europe's leading providers of *Market Research Services* and *Customer Engagement and Loyalty Solutions*. Placing data at the heart of its strategy, we service some of Europe's largest brands and research agencies.

Services for Market Research is our largest division with proprietary panels in UK, France, Germany, Denmark, Austria, Finland, Italy, Norway, Spain, Sweden, Switzerland and Belgium. Bilendi works with market research companies, providing respondents for online research surveys.

Bilendi is expanding rapidly following their recent acquisition of iVOX bvba in Belgium. As a result of this growth we are now recruiting a new Business Development Manager to join our Leuven-based team. The mission will be to sell Bilendi Panels to data collection buyers in market research.

The Job

Your key responsibilities will be to:

Day-to-Day

- Prospect new business
- Sell Bilendi panels in a defined sales territory, to data collection buyers in Market Research, Media, Education, ...
- Smash your individual targets and objectives
- Regularly present to clients and new prospects, quickly building a robust portfolio
- Attend various market research conferences and events in the UK
- Continually stay abreast of new products, industry issues and competitive strengths & weaknesses
- Deal with requests from existing clients and prospects, assess feasibility and prepare proposals
- Work closely with project managers to ensure campaign delivery
- Keep up-to-date all sales tracking databases, including: bids, contacts, meeting reports, etc.
- Account manage an existing portfolio of clients
- Deal with client requests, assess feasibility and prepare proposals
- Liaise with Project Managers to ensure accurate and timely delivery
- Upselling to and growing existing client revenues
- Present our offering (new products and panels) to the client portfolio

And You

With 5 to 10 years relevant sales experience in this industry, you will be well connected and have a proven track record of success. Experience of selling multi-country studies would be an advantage.

You will be highly motivated and driven to achieve your targets whilst remaining a key team player. This role demands close client interaction and so strong communication skills are essential.

The ability to handle multiple priorities and remain calm under pressure is crucial for you to be able to thrive in this fast paced environment.

What we offer

An environment focused on growth: if you can develop yourself within your role, the company will grow with you.

A competitive fixed salary according to experience and variable commission on revenue targets. In addition you will receive a company car, meal vouchers, pension plan, health insurance and a total of 32 days off.

You will be located in the iVOX building and will cooperate on a day-to-day basis with the iVOX colleagues. This in combination with working from home or on location.

Is this you? Send your cv and motivation letter to vacatures@ivox.be with reference BizDevBilendiBelgium