

Business Development Manager Omni Channel

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Company: CEVA Logistics

Location: Belgium

Category: other-general

YOUR ROLE

As Business Development (BD) Manager, you will be responsible for seeking and building customer relationships with a focus within the E-commerce and Consumer/Retail sector.

You will provide advice to customers on CEVA services with a focus on CEVA's 3PL services, of course.

You are part of the team of Business Development Managers and in this position, you report to the Sector Lead C&R and E-commerce.

You have a lot of contact with all layers in our organization and additionally external customers.

You work closely with the Solution Design Managers for Contract Logistics and Transport with regard to proposals towards customers.

You will be stationed in Zaltbommel (NL), but we work with a healthy mix between working remotely and working at the head office or on site.

WHAT ARE YOU GOING TO DO?

You are a real 'self-starter' and build your customer portfolio with dedication. You maintain relationships with potential and existing customers and proactively go to the market.

Customers and colleagues will be happy to have contact with you; you know what you are talking about.

In the role of business development manager, you are responsible for:

- Spotting and identifying potential new CEVA Logistics customers and selling the CEVA portfolio to these new customers;

- Gathering information and understanding customer demand;
- Analyzing information and preparing (financial) business cases;
- Determining the feasibility, risks, costs and possible revenues of an acquisition;
- Managing the project team and (having) solutions and models figured out;
- Drawing up offers, following them up, in order to conclude contracts;
- Analyzing the effectiveness, level and quality of services in the implementation and operational phase;
- Ensuring full handover to internal colleagues who will be involved in the follow-up process and implementation.

WHAT ARE WE LOOKING FOR?

You are commercially driven and have a winner's mentality. With your strong personality and knowledge of our product, you enjoy making a success of our sales process. You feel comfortable within a large international organization and show courage. You bring the following knowledge with you:

- A relevant completed Bachelor or Master Degree, in the direction of Logistics, Business Administration, ed;
- At least 6 years' experience within a warehouse environment;
- At least 2 years' experience in a similar position within the E-commerce / Consumer Retail sector is a requirement;
- Excellent command of MS Office;
- Excellent written and oral expression skills in both Dutch and English languages.
- Good ability to switch between a helicopter view and zooming in on details.

WHAT DO WE OFFER YOU?

At CEVA Logistics, there are plenty of opportunities to get the best out of yourself and your career. Besides a dynamic environment where we achieve our goals together at a high pace and in a result-oriented way, we offer a position with room for fun and connection. This role can be the first step of a broad career path within our organization. The opportunities to follow your own path are endless!

In addition, we offer:

- A competitive monthly gross salary between € 5.285,43 and € 8453,01, based on your knowledge and experience
- A contract for a year with option for a fixed contract;
- Bonus of up to 3% upon positive business results

- Pension scheme, travel allowance and 8% of holiday pay
- Laptop and mobile phone
- Company car

YOUR FUTURE

Apply directly via the 'APPLY NOW' –button on our website or, for more information, contact Kristof Hendrickx, Corporate Recruiter, via

Within CEVA, we have a driven and enthusiastic recruitment team, if you know someone who would qualify, please let us know!

As a global organization, and as part of the CMA CGM Group, diversity is critical to our business success; only when we can reflect the cultures, languages, behaviors and local knowledge of our customers, we can succeed. By employing people with different experiences and abilities, we expand our knowledge and increase our creativity and innovation.

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