

# Belgium Jobs Expertini®

## Specialized Sales Outsourcing

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Company: Inetum

Location: Belgium

Category: other-general

### **Mission**

At Inetum Belgium, we offer more than just a job; we provide an inspiring environment and opportunities for growth and development. We strive to create a workplace where you can harness your talents, contribute to challenging projects, and be part of a leading IT consultancy group.

### **YOUR ROLE**

As Specialized Sales Outsourcing for new business development at Inetum Belgium, you'll have the opportunity not only to leverage your sales skills but also to be part of an organization at the forefront of the IT sector. Are you passionate about inspiring and influencing customers? Can you consistently stay top-of-mind with customers? Do you want to bring a positive #DigitalFlow into your customers' businesses? Are you a team player and passionate about obtaining results? If so, you're the person we're looking for!

As a Specialized Sales Outsourcing, you will operate as a true Trusted Technology Advisor for your customers. You will listen to their needs, analyze them and co-build a customized and innovative solution. Your strength lies within your technology independent approach. Thanks to our leading technology stacks you will be able to offer the most specialized solutions.

### **Business Development**

You have a preference, and do love, selling successful making the digital life easier for your clients.

You love to learn about clients their business goals.

You live by a customer centric approach day in day out and do everything to make the client happy with a long term mindset.

You embody Inetum offers on the market by developing and maintaining your network, attending dedicated events, promoting internally and externally the value proposition of the BU.

You use this network to closely monitor new developments, trends and key actors of your ecosystem. Strive to forge a thorough understanding of your market and a clear vision of its evolutions.

You take on the role of ambassador to promote cross-divisional thinking and collaboration, be a generator of added-value for the company.

### **Client Relationship Management**

You are strong in managing relationships with key decision makers and C-levels. As Specialized Sales Outsourcing you will be selling concepts to the client and influencing the client to award business based on capability and track record in similar situations.

Therefore, you conduct research as well as competitor analysis to define strategies that can help enable favorable outcomes.

### **Profile**

#### **YOUR PROFILE**

You have a proven track record of interacting and building relationships with C-level client contacts.

You have +5 years of experience in Digital Sales, preferably in the domain of Outsourcing.

You have a strong knowledge of the business environment/business development.

You can detect business opportunities and translate technical features into business value.

You thrive working closely in a cross functional way within or at cross-BL level to create business opportunities.

You can handle stress and a multi-focus job with-in a fast-paced environment.

You have experience managing service/business offerings.

You are customer focused and aim for long-term relationships.

You have an entrepreneurial mindset with a strong interest in business development.

You are pro-active, strong willed, dynamic, ambitious and results driven.

You have excellent communication and negotiation skills.

You can express yourself fluently in Dutch, French and English.

## **OUR OFFER**

The opportunity to have a meaningful job where you can make a difference.

The chance to continuously evolve as a professional, coupled with a variety of training opportunities.

Relevant career opportunities to get you where you want to be, with the IT knowledge you need.

Inetum Belgium wants you to find a balance between work and private life by offering flexible hours, satellite offices, home working and an informal no-nonsense environment.

32 days of annual leave, because life isn't all about working.

Forget about the miles: we provide you with a company car and a national fuel/charging card.

Group insurance and hospitalization insurance, because we care about you.

And of course, we also offer a gross salary with an attractive bonus scheme.

Interested? Questions? For more information, contact our Recruitment Officer Jalal directly via mail [jalal.aghmakh@inetum-realdolmen.world](mailto:jalal.aghmakh@inetum-realdolmen.world) or phone: +32 2 801 60 52.

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