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WANTED: Business developer Agrotech

Job description

Optiflux NV is a start-up company active in the storage and commercialization of fresh fruit and vegetables. Based on our hardware platform and cloud-based software services, we provide technology to growers, cooperatives and traders worldwide, enabling them to deliver the highest quality of fresh products to the consumer year-round and in the most sustainable way.

As a Business Developer you implement and coordinate the company's business plan. Your main role is to deploy new growth levers for the company. You will have a real strategic role, developing a long-term vision for the company while at the same time rolling out tactics to rapidly conquer new markets.

As a business developer you will

- Identify potential customers in the target market (EU) and conduct appropriate research into the potential customer's business and equipment needs.
- Develop relationships with potential customers, while maintaining existing customer relationships.
- Collaborate with the CBO to create contract-winning proposals for current and potential customers.
- Negotiate contract terms with customers and communicating terms to stakeholders.
- Work with the operational team to ensure contracted product specifications are completed on time and as agreed.
- Become an expert on our business products, processes, and operations, and keep up to date with industry news.

You have:

- A bachelor's degree or equivalent work experience in a related field.
- Demonstrable results in B2B sales.
- Excellent verbal and written communication skills including facilitating group presentations;
- Master the English language in word and writing, any additional language is a plus.
- Mastery of Microsoft Office applications, including Outlook, Word, Excel, PowerPoint, and industry-specific analysis software. Experience with Odoo is a plus.
- Basic knowledge of the industry, with the opportunity to become an expert on the job.
- Innovative and problem-solving skills, including the ability to develop and propose equipment-based and SaaS solutions for customers.
- A driver license B.
- Willingness to travel, mainly in Europe, up to 30% of your working time.

Our offer:

- A challenging job in a young and dynamic team and company.
- Working on state-of-the-art technology for the fruit and vegetables of tomorrow.
- Plenty of room for initiative and development.
- A market aligned salary including company car and fuel card with ample opportunity for growth.

Location:

Optiflux NV, Centrum-Zuid 1111 3530 Houthalen-Helchteren

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