

## **Europal – Business Development Manager**

### **Business Development Manager**

Are you a natural networker with a nose for commercial opportunities? Do you have a passion or a healthy dose of interest and feeling for innovative packaging solutions?

Do you also want to be part of a family business with a strong entrepreneurial spirit?

Then Europal is looking for you!

#### **Your role?**

As a Business Development Manager, you play a key role in our further growth.

Your responsibilities are as follows.

- You expand the customer base through active approach and market prospecting, promoting and proposing our sustainable packaging solutions.
- You manage the entire sales cycle, from prospecting and delivering quotes to negotiations, order processing, and aftersales/follow-up.
- You act as a 'companion on the road' for your customer and provide technical and administrative support throughout the entire process. Handling complaints is also part of this.
- You develop strategic ideas for market expansion.
- You spend at least 75% of your time on the road, visiting potential new customers.

### **Why are you our new Power Player?**

- You will convince us with a Bachelor's degree in Business Management or a similar field, along with relevant experience (at least 3 years) and a proven track record in sales.
- The Dutch and French languages hold no secrets for you, and you can also speak English quite well.
- Experience in the packaging sector is, of course, a definite advantage.
- You have the ability to think strategically and possess the necessary decisiveness.
- A "Customer First" mentality is absolutely essential.
- Drive is your middle name; you are passionate about achieving results.

### **Why we could be your 'perfect fit'?**

- In our dynamic family business, you can make a difference and see the impact. The short lines of communication and flat consultation structure make this a reality.
- 'One team' is the common thread throughout our activities.
- 'Sustainability' is embedded in everything we do, and we are driven to provide the best customer journey with a package of total solutions. We achieve this only with our Power Players (like you soon) on board.
- It sounds cliché, but we offer a competitive salary package after mapping out your wishes and desires. Think

of a car (ID4), laptop, mobile phone, group insurance, meal vouchers, ...

- We expect flexibility, but conversely, it is only fair that we are too. With us, you can have flexible hours and work from home one day a week.
- We are an innovative company that continues to grow, and our site in Blandain will demonstrate that.
- With some pride, we can promise that we offer 4 hours of training per person per month, and we haven't even mentioned our Europol Academy, which will soon become the jewel of our company.

<https://www.europol-packaging.com/>