



## GIM - Smart geo insights – Business Development Manager

### We are looking for...

a business development manager in order to accelerate the growth in sales activities of our geo-data Solutions such as our flagship product [Belmap](#).

*Below you will not find a standard vacancy, you will read a short story about where you will make the difference. Do you want to work with us on a society in which geospatial data empower people to live better lives and make better decisions? Get in touch!*

### As Business Development Manager

within our team that serves the **private sector** (e.g. banks, insurance, real estate, energy providers & ESCO's) I handle the **sales process from a to z** within this market segment. Thanks to my entrepreneurial nature and knowledge of these sectors, I can easily approach **new prospects** and connect with key decision makers in these target segments.

The art of asking thoughtful questions is no stranger to me and this **consultative selling approach** ensures that our customers view me as a trusted, visionary advisor who is there to add value to their business with our GIM products. Thanks to my experience or interest in **data technology** and the input of our technical experts, I can correctly understand our customer's needs and translate these into a correct proposition (appropriate solution, pricing, conditions...). Throughout my sales activities I work in close collaboration with my business development and marketing colleagues who are my sparring partners concerning strategy and market development.

I innovate the performance & functionalities of our geodata solutions through **co-creation or test-trajectories** with our customers and thanks to my close follow-up I am able to switch gears and change tactics when necessary.

When renewing strategic and tactical plans per customer, I ensure that the various objectives reinforce each other in a sustainable way. Throughout these processes I keep the ESG mindset of GIM close to heart

I document all of my business development activities well to ensure a smooth internal sales process and an excellent experience for our customers. In line with the **GIM continuous improvement** mindset, I constantly evaluate my own functioning as well as that of our sales cycle, ultimately resulting in **shorter sales cycles** and an excellent customer experience.

### What do we offer you?

At GIM we are convinced that employees make the difference. This is why we give them every opportunity to shine in a self-organizing context where we distribute clear areas of responsibility with lots of decision power. We offer you a versatile function in a dynamic and highly innovative company, excellent working conditions and real possibilities for career development. Our salary packages are market conform with excellent fringe benefits, and we give you the choice to opt for a mobility budget, fitting to your personal needs.

<http://www.gim.be>