

JOB OFFER: B2B Business Developer (H / F)

Domain: Information Technology, Logistics 4.0

Who are we ?

Based in Mons, IT-OPTICS puts the experience and skills of its engineers, specialized in multiple domains such as Linux, Windows, networks, databases in the service of its customers. The goal of our engineers is to bring the IT infrastructure to its maximum operational level using the power of Free Software and GNU / Linux, without neglecting commercial and proprietary software. The company ITOPTICS consists of a dozen engineers and has today become one of the key players on the Belgian open source market.

Our market: Editions of open source software in various fields, IT services, business digitalization services, logistics 4.0:

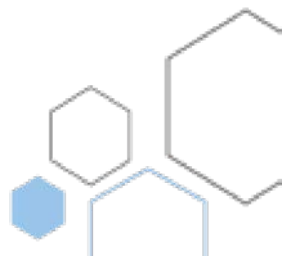
The range of solutions available to businesses:

Infrastructure Solutions: Business Digitalization	Logistics Solutions: Digitalization of Logistics Processes
Virtualization, back up & Archiving, Collaborative, High availability & Clustering, Monitoring, maintenance & Support, Cloud services, Security, Consulting, ... Custom development : Web, Mobile App, ...	RFID, NFC, RTI's Barcode / QR code, Track & Trace, tracking interface and logistics management edition, logistics application edition (Android), GS1 standard. s

Missions

In our sales department you are responsible for the commercial development of your region.
You:

- Build and feed prospecting files: analysis, identification, targeting of new potential customers (B2B).
- Manage from A to Z customer contacts / appointments (mail, phone, travel). With the support of a commercial assistant.
- Interact frequently with the support and development team.
- Look for new partnerships.
- Represent the company at Belgian exhibitions and abroad (France, ...).



This list is not exhaustive and may change depending on the activity.

Wanted profile

We are open to first job or experienced profiles.

Your motivation will be a prime selection criteria.

You have all the assets to join our team if you:

- Are results oriented and competitive
- Keep customers loyal
- Are an outstanding negotiator
- Are of a flexible and autonomous nature
- Love to learn to stay on the cutting edge

Conditions

- CDD contract to CDI contract
- Start date: To be discussed
- permit License B and car are essential
- Workplace: Wallonia / North of France
- Fixed + variable (Proportionally to the rentability).

Advantages

A position with real possibilities of evolution within a dynamic company on a human scale.

- Company car
- Meal vouchers
- Commissions
- Group Insurance
- Young and dynamic team
- Training

Appliances:

In order to submit your application, please send us your CV and cover letter to the following address: **compta@it-optics.com with reference RH1802**

Your point of contact for any further information about the job offer Gaëlle Aneut - 065.32.85.81 - **ganeut@it-optics.com**

