

FyBox™ looking for a BUSINESS DEVELOPMENT Manager

FYBOX, a sound Belgian growing company specialized in all kind of lightboxes, is the reliable visual communication partner to high-end Retailers.

Aluminum profiles, premium quality visuals and a unique online 'customer's platform for a one-of-a-kind communication/experience. Quick, easy and cost effective, FyBox offers endless possibilities.

Have a look at our achievements <https://www.fybox.net/projects/references/>

In order to consolidate its position as strong, reliable and well-known player on the European market, FyBox is looking for an **autonomous and enthusiastic person to handle the business development and sales**.

RESPONSIBILITIES and DELIVERABLES

Your overall mission is to **commercially** develop the FyBox business, supported by a seasoned and dynamic team.

More concretely, you will manage the following the tasks:

- ✓ Professionalize the commercial approach by establishing a clear strategy (sales model),
- ✓ Establish short-terms, mid-terms and long-terms objectives for FyBox,
- ✓ Implement the strategy effectively with the team,
- ✓ Drive the sales process, meet prospects and convert them as clients,
- ✓ Maximize (identify and report) new business development opportunities,
- ✓ Represent the business at conferences, trade fairs and networking events.

PROFILE

- ✓ You have:
 - A business/commercial degree or acquired similar capabilities from your past work experiences in the industry;
 - A significant network in our sector (marketing / communication / decoration);
 - A good understanding about international trade and outsourced production.

- ✓ You are:
 - Highly motivated by the entrepreneurial adventure,
 - Customer oriented,
 - Driven, capable of motivating team members,
 - Result oriented with a clear focus on performance,
 - An effective team player and can easily interact with key stakeholders (*shareholders, employees, suppliers, clients*).

- ✓ You speak Dutch, French & English

WHAT DOES FYBOX OFFER?

FYBOX has successfully evolved from a start-up to growing small company with strong clients, qualitative references and a recurring business model. The first phase of starting from scratch has been successful, now the challenge is to develop the business in a structured way and make it grow.

We offer an entrepreneurial experience in an already existing structure, working in a **full-time mission** with profit sharing based on the following principle:

- Fixed remuneration;
- Variable remuneration based on performance;
- A stock option plan based on performance.

If you're interested in this Job Description please feel free to contact us @ talent@fybogroup.com with your resume and a motivation letter. All applications will be treated in the strictest confidence.