



What will your job look like?

We want you to join our Customer Business Development Team!

We are looking for an **enthusiastic, dynamic, and eager** Customer Business Developer to support our **expansion** in North America.

As a Customer Business Developer, you will be responsible for the **realisation of your targets** within your region or customer portfolio.

Your responsibilities as a Customer Business Developer:

- ✓ **Contact and visit new and existing customers.** Understand their business model, their needs, and our possible value for them. Convey our USPs and build a strong working relationship with them.
- ✓ **Close deals** and guarantee successful onboarding.
- ✓ **Maintain and expand** existing customer relationships in a professional way. Introduce additional services and product lines with an optimal margin.
- ✓ **Drive smart price management** for every customer to guarantee optimal absolute gross margins.
- ✓ Build **solid collaboration** between new or existing customers and the customer service team, enabling a high level of service, quality, and customer intimacy.
- ✓ Actively participate in team meetings to **guarantee a uniform approach** and create a platform where discussion about daily issues is stimulated.
- ✓ Thoroughly use **forecasting** and sales management tools and processes.
- ✓ Build a fundamental **understanding of Vandapower's business**, services, product portfolio as well as our markets and the competitive field.

Born to hunt for new opportunities and new markets? Then you're **the one!**

What is in it for you?

- 😊 International company with HQ in Belgium and a division in the UK
- 😊 Amazing colleagues
- 😊 Teambuildings
- 😊 Growth opportunities & personal development
- 😊 Close follow-up and mutual feedback
- 😊 Flexibility and remote work
- 😊 Did we already mention the amazing colleagues?

Are you the right person?



You are a **natural** storyteller. You have **successful experience in hunting and onboarding** new customers in a B2B environment. You are fluent in **English**. Any other languages are an advantage.



As a Customer Business Developer you are **solutions-driven** and **analytical**. You can understand and promote complicated technical offerings. You are **computer savvy** and can use a CRM system.



You are **ready to travel up to 70%** of the time in North America. You are forward thinking and **never stop taking initiatives** to drive success. You have a track record of over-achievement.



You have **superior communication skills** and spotless integrity. You accept feedback and learn from mistakes.



Our values of **Straight Talk, Respect, Reliability, Drive to Excellence** are also your core values.



Not able to match all the boxes but feeling confident about being the **right person in the right place**? Great! Feel free to reach out. In a first talk we'll check if there is a **"click"**, as this is very important to us.

Contact details for sending your cv and motivation or applying online:

Steffie De Wilde – Global HR Manager



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www.vandapower.com

Who are we?

Vandapower is a fast-growing company. It is **market leader** in the niche market of distributing components for electric vehicles, industrial batteries and several other markets. Our customers are both independent SMEs and multinational corporations. Through our operations in Erpe-Mere Belgium, in the UK (Havant) and in US (Texas) we serve customers worldwide.

We strive to settle our leadership position in new markets and regions. This is made possible by combining our clear values, talented individuals, an agile organization and a strong focus on customer intimacy, market knowledge and service quality.