



Working at ista means rethinking the use of energy and resources. For today. For tomorrow and the day after tomorrow. We find smart solutions for a sustainable future, make complex data transparent and have the courage to flip the switch to change. In our company with a family culture and strong values, 5,700 colleagues in 22 countries make the change to smart devices and digital services in the real estate industry easy. As one of the market leaders, we offer the benefits and security of a corporation and at the same time the open atmosphere of a modern tech company.

Apply now and join us at our **ista Belgium office in Anderlecht** as:

Business Developer Commercial & Industrial (C&I)

With your skills, drive and commitment you will shape our future - and together with your team, you will ensure that we continue to advance the digitalization and sustainability of the real estate industry. Your focus is on active calling and creating valuable sales opportunities.

Your tasks:

- Development, establishment, and growth of the C&I business in Belgium
- Assessment and development of the right product/market-fit and creation of a related C&I product and service portfolio
- Develop and document a deep understanding for market-specific product and service requirements (e.g. technical or legal specification)
- Creation, introduction, establishment, and documentation of operational processes
- Management of pre- and after sales operational activities
- Strong support of all sales and sales-driving activities
- Close cooperation with Sales Manager C&I in end-to-end customer project management as well as technical consultant
- Intensive and continuous analysis and reporting of market development in the C&I sector as well as competition observation
- Involvement in preparation of forecast and budgets as well as in business planning
- Close cooperation with relevant interfaces within the ista group and ista Belgium (e.g. Marketing, Finance, Product & Service, IT, etc.)
- Act as dedicated local resource within the C&I international Business Development team

We are looking forward to **receiving your application only via our online platform**. If you have any questions left, please don't hesitate to contact us. jobs@ista.be

Ista Belgium

Square Marie Curie 50
1070 Anderlecht
BELGIUM



Your competencies

- Successfully completed studies in the field of business administration or engineering or a comparable qualification
- Experience with digital product and services and product management
- In-depth engineering, IT and technical knowledge and expertise
- Proven record of successful project management
- High level of initiative as well as independent and structured way of working with a constant focus on results and added value
- Can-do and hands-on approach
- Quick comprehension faculty paired with creative drive and entrepreneurial mindset
- Willingness to break new ground and overcome hurdles
- French and Dutch native speaker or proficient user; fluent written and spoken English

Our offer

- Dynamic and high-performing team in a strongly growth-oriented business.
- Agile way of working with flat hierarchies
- High level of personal and business responsibility
- Flexible working hours in a modern office building

Our Team

- We give you trust and the freedom to move things forward independently.
- With us you can expect open and fair cooperation with room for new ideas and impulses.
- Achieve groundbreaking goals together with us
- If you want to make a difference with your experience, this is the right place for you.

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