

# Business Developer – Sales Manager (m/f)



Gosselies



Full Time



Indefinite

## About eCade

eCade SPRL, a Belgian start-up company active in the e-commerce monitoring, developed a web application (SaaS) that uses crawling, scraping and big data management technologies to offer Brands & Manufacturers customized reports containing actionable data to analyze and improve their e-Sales while monitoring the competition.

## About the Business Developer - Sales Manager Role

In order to accelerate our commercial development, we are currently looking for a Business Developer – Sales Manager. In this position, you define and apply selling strategies to find new business and turn them into qualified prospects to support eCade's growth. You run online demos of eCade Reports and successfully sell our solution.

## What are the responsibilities of a Business Developer – Sales Manager?

- Define, implement & optimize commercial strategy & marketing automation & lead generation tools to accelerate our growth
- Quickly identify challenges that our prospects face and propose the best eCade widgets/reports to bring them solutions
- Actively prospect the market, promote the company's products and build relationships with prospects and internal stake holders to grow new business
- Consistently close new business at or above target KPI's
- Nurture relationships with highly qualified opportunities at mid-sized and larger companies
- Help shape the future of eCade's mission with your perspectives, ideas, and skills

## What are the role requirements?

- 2+ years of Closing Sales experience (in B2B SaaS software environment is a plus)
- Fluent & clear communication skills (oral/written) in English & Dutch, French or any other languages are welcome
- Unmatched consultative selling, negotiation and closing skills,
- Experience with Marketing Automation & Lead Generation Software
- Self-governing, motivated, flexible, persevering, hunter mentality
- Results orientated with a strong approach to achieve them

**Who usually are the top performers in this role?**

- Experience working in start-up/high-growth environment
- Passion for helping businesses grow and IT minded
- Experience related to e-Commerce

**What are some of the benefits of working at eCade?**

- An exciting full-time job with challenges at an international level
- An autonomous, attractive and varied function allowing personal initiatives
- An attractive salary package (company car, mobile phone, DKV, meal vouchers...) and bonus system in line with your experience and your sales success
- A pleasant working environment in an easily accessible zoning on the edge of the motorway and next to the Brussel South airport

**Contact us**

Eager to join our high-growth start-up? Send your application (resume and cover letter) to our Managing Partner: [julien.blavier@ecade.biz](mailto:julien.blavier@ecade.biz)

For more information about our services, visit [www.ecade.biz](http://www.ecade.biz)