



Business Developer - Digital startup

Hexeko

Founded in 2018, Hexeko is a start-up whose mission is to facilitate Sport & Culture benefits for employees. Employees are allowed to easily search, book and enjoy sport & cultural sessions within a wide network of partners. Hexeko provides its corporate clients with an online platform and technological tools.

Since its inception, the start-up has experienced strong expansion. That is why we are looking to expand the team with ambitious and motivated profiles.

Joining the Hexeko team it is :

- Promoting a service of well-being at work.
- Participating in the evolution of the Belgian and French market of extra-legal benefits.
- Developing your commercial and strategic skills.
- Being part of a young and dynamic team.
- Working in a pleasant environment.

Your mission

We are looking for a Business Developer to help our sales and marketing team to develop our activities by attracting new customers and establishing long-term relationships with partners. With us, you will have to perform different and varied tasks such as:

Strategy

- Monitor the extra-legal benefits market and competition to identify the latest innovations, trends and opportunities.
- Find new avenues of development for Hexeko.
- Implement strategies to develop Hexeko's activities.
- Participate in strategic meetings and contribute to defining and optimising the company's activity.
- Help in the constant improvement of the product.

Sales

- Approach new partners and companies in order to offer them Hexeko's services.
- Seize commercial opportunities, set up a sales strategy.
- Participate in the commercial relationship: from prospecting potential customers to the conclusion phase.
- Optimising ongoing sales processes.



Your profile

- Minimum 3 years of higher education (or equivalent experience).
- A master's degree is a plus.
- Experience in sales is an asset.
- You are fluent in at least two languages between : French, Dutch and English.
- You are not afraid to take responsibility, you are curious, versatile and enthusiastic.
- You enjoy working in a team.
- You are autonomous, methodical and rigorous.
- Taking initiative is in your character.
- You are known for your power of persuasion. You like to sell and are creative in finding new opportunities.
- Your spelling is perfect.

What we offer

- Open-ended contract: start ASAP.
- Flexible hours - up to 2 remote working days per week.
- Workplace: La Hulpe.
- Travel within Belgium to be planned (driving licence required).
- Attractive salary with a range of extra-legal benefits.

Would you like to talk about it in person?

Send us your CV and a few lines about why you want to join our team at jobs@hexeko.com!