



ViCre guides international companies in their pursuit of higher returns and optimizing their added value to their customers.

ViCre has developed a unique method that questions existing thinking and working processes, creates space for innovation and guarantees a pragmatic implementation. The strength of the approach is in the balance between thinking (models) and doing (agreements).

ViCre guides its customers in creating and/or focusing on a supported vision and ensures that customers continue to reinvent themselves. They achieve all this by breaking through existing thinking patterns and optimizing the contributions of each individual to the customer value chain.

ViCre is doing well, thanks to the people who work there. ViCre is full of expertise and wants to enrich it with your talent. That is why we are currently looking for a (m/w):

Business Developer

Vigorous & Resolute

Your Function:

- To realize ambitious growth targets in the coming years, you will develop new business in various sectors as a hunter for ViCre's services;
- You focus on international companies and you will mainly have contacts with Business Unit Managers and CxOs;
- You will translate the proposed sales targets into clear objectives and draw up an action plan to achieve them;
- You are responsible for the entire sales process, from drawing up an action plan to contacting prospects, turning qualified opportunities into contracts and taking care of a smooth transfer to the project manager.

Your Profile:

- You have a university degree;
- You have a thorough commercial experience;
- You are highly result driven and able to work independently;
- You are able to help Business Unit Managers and CxO's to form their vision;
- You have natural listening skills that enforce respect;
- You have strong communication skills and can easily express yourself in English, French and Dutch.

Our Offer:

- You will be part of a company in which you will make the difference and in which growth and innovation are important characteristics;
- A professional back office & modern CRM environment;
- A competitive salary in line with your experience and possibilities;
- Extra-legal benefits that support you in doing your job;
- Sustainable work environment, located in an "oasis of serenity", which is easily accessible.