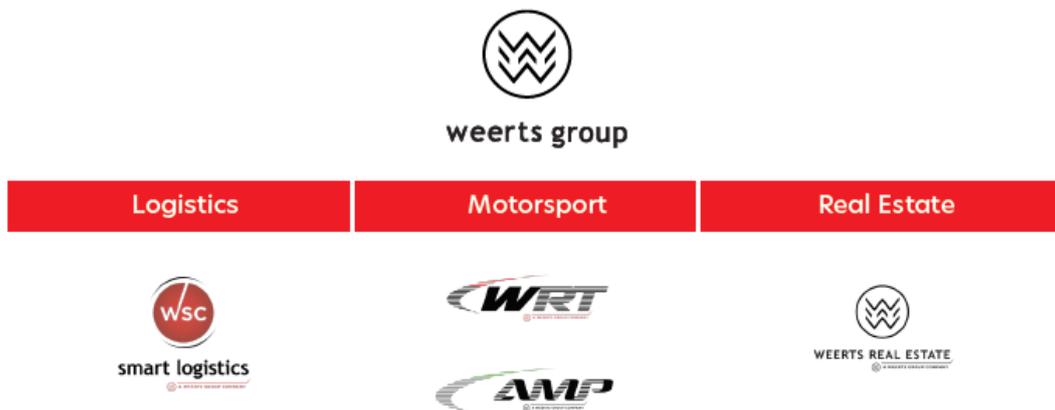




ABOUT WEERTS GROUP

Weerts Group is a family-owned group, headquartered in Liège, Belgium, with pan-European operations in 3 key complementary sectors: Logistics, Real Estate and Motorsport.

Geographically, its main activities take place in the Benelux, United Kingdom, France, Germany, Hungary and Romania, but the motorsport team provides a window to the world, participating in races on five continents.



The Logistics Division provides contract logistics services on various sites in Belgium.

The Real Estate Division is active in 3 assets classes in 8 countries:

- Residential Real Estate in Belgium and Luxembourg;
- Logistics and (semi-)Industrial Real Estate in Belgium, the Netherlands, United Kingdom, France, Germany, Hungary and Italy;
- Office Real Estate in Romania.

The Motorsport Division sees its racing team (WRT) participate in various championships around the globe. WRT's subsidiary AMP is active in manufacturing and preparing race cars.

Purpose

The purpose or reason of existence of the Weerts Group is "Building Engines for Value Creation". We are building, ever up to the next level. We aspire to create value. For our clients, for our employees, for the shareholders and for the community at large. But we don't merely want to create value. We want to build organizations that, by their very design, become value generators (*"We don't tell time; We build clocks"*).

Mission

Our mission is to become one of the leading enterprises in Wallonia by 2025, respected in the business community for its success and in the larger society for the sustainable and social way in which it was achieved.

To realize our mission and show us the way forward, we want to hire the best.



VACANCY: Senior Business Developer

Job & responsibilities

- As a business developer you identify sales leads, pitch our services to new clients and maintain a good working relationship with new contacts
- Geographically WSC wants to expand both in Belgium and abroad with as initial priorities the North of France, Belgium and the South of the Netherlands
- You'll be required to spend a large amount of time visiting potential clients and attending networking events
- This role revolves around good communication and your duties will include:
 - Overseeing and understanding market evolution and competitor landscape.
 - Target prospects in line with the company strategy.
 - Following up new business opportunities
 - Planning and preparing presentations
 - Communicating existing and new services to potential clients
 - Preparing commercial proposals

Skills and experience required

- Selling, negotiating and project management skills
- Customer oriented spirit
- Business acumen
- Excellent presentation and communication skills
- Well-organized and detail-oriented
- Ability to multi-task and work under tight deadlines
- Good written and verbal communication skills in Dutch, French & English. German is an asset.
- Minimum of 10 years of experience in the Logistics and Transport sector in a commercial role

Personality

- Positive attitude, driven
- Entrepreneurial, takes own initiative
- Team player
- Integrity & honesty

Development opportunities: want a job where you can progress? We are a fast growing dynamic company with plenty of development opportunities within WSC and the larger Weerts Group.

Our headquarters are based in Milmort (Liege area), however as a business developer you will spend most of your time with potential clients.

Please send your resume to jobs@wsc.eu.