

# WE ARE HIRING OUR FUTURE

## HEAD OF SALES (f/m/x)

### ABOUT US

Befimmo and Silversquare have recently set up a **dynamic start-up** that creates distinctive spaces in office design, retail design, housing, hotels, events,... whose design combines comfort, aesthetics and efficiency.

Based in Brussels, the start-up was created in an **artistic spirit** and collaborates extensively with local artists, not forgetting that we are evolving in a hybrid and fast-changing world.

Our mission is to create **unique spaces** thanks to a team of architects and designers who break the codes in an open-minded, responsive and dynamic way. The diversity of our team makes all the difference, and this can be felt in the atmosphere of the places we create.

Fun and enjoyment at work are an important part of our daily lives. Yes, we work hard, but we also like to share a drink at our after-work parties and get-togethers!

### ABOUT THE JOB

On a **Management Contract** base, you will be part of a thriving team of architects and project managers and will be responsible for conducting the sales strategy for innovative workspaces, retail, restaurants, etc. You will work with renowned designers to respond to clients' requests and needs when developing new spaces.

You will be responsible for prospecting, preparing bids and monitoring customer satisfaction at every stage of the project.

#### Your main responsibilities:

- Define sales strategy and master the whole sales funnel: define targets lead generation, prospection, calling, sales meetings, contract signatures,...
- Active business development, networking and prospection at C-level with corporate intending to relocate
- Develop an extensive network with key real estate players (brokers, landlords,...)
- Build excellent sales presentations and financial offers
- Respond to tenders/competitions
- Create a good coordination with the design & build team, architects, project managers,...

- Communicating with the customer/client during the project: progress of work in relation to deadlines, settling disputes, keeping an eye on the customer's state of mind during the project, anticipating and proposing proactive solutions, maintaining contact until the end of the project and carrying out post-delivery monitoring.
- Develop good knowledge of the real estate market and competitors.
- Gather and specify the available data: plans and architect's file or sketches, constraints to be met (technical regulations, health and safety standards, etc.), as well as the budget.
- Helping the customer to draw up the specifications & checking that the specifications are met. Challenge him on his vision.
- Drawing up an initial project: technical (with the Project Manager) and financial analysis of the customer's needs and requirements in terms of types of work, level of quality, aesthetic criteria, timescales and lifespan.
- Work on developing the brand image of the start-up, make an instantly recognizable brand, help companies turn their space into a "business card".

## **ABOUT YOU**

You have a sincere passion for design and architecture, comprehend artistic decisions and are interested in the complete artistic scene.

- A Master's degree either commercial or artistic in interior design, fashion or photography or equivalent by experience. The most important for us is your sales power!
- At least 7 years of experience in a sales position.
- Very good knowledge and network in sectors like fashion, architecture, design, art, real estate, brokers...
- Fluent in English and Dutch or French.
- Motivate and stimulate a cross-functional team and partners. Ability to work with artists and designers: you have an artistic eye.
- Developed interpersonal skills and team spirit to take account of everyone's needs, able to argue and ensure ongoing dialogue.
- You love quality and excellence.
- Assess risks and make decisions in emergency or difficult situations.
- Have an excellent ability to speak in public, convince and negotiate.
- Be both creative and practical, with an artistic flair for conceiving original solutions
- Social and people-oriented
- Precise and detail oriented

## **ARE YOU A MATCH ? Do you want to be part of the History?**

Send your application to [jobs@befimmo.be](mailto:jobs@befimmo.be)