

BUSINESS DEVELOPER BENELUX - SOFTWARE SOLUTIONS FOR THE GIS MARKET

Company description

CICADE is a leading service provider with 25 years experience in the geospatial information industry. Operating its own aircrafts, CICADE is active in over 10 countries and offers services ranging from aerial data acquisition to digital mapping and 3D modeling. Thanks to its commitment to stay abreast of technological progress, CICADE provides its clients with tailor-made solutions and highly specialized products based on cutting-edge technologies.

As part of its development, CICADE has entered into an agreement with a leading software developer of the industry for the distribution in the Benelux market of a very innovative solution that has been meeting a great success in its home market. The launch of this software solution in the Benelux market is part of a broader investment by CICADE. It aims at developing a new activity providing an array of other services around the supply of a software solution.

Function description

You are a successful sales professional looking for new challenges in an international and high technology environment.

Using your knowledge of the market and existing professional connections, you actively promote our solution amongst different target groups aiming at creating a buzz in the market around our software and obtaining the first sales leads quickly.

Your responsibilities include:

- Prospecting the market; identifying and calling prospects
- Visiting potential clients; negotiating and closing deals
- In the government market, you initiate Tenders and handle the bidding process
- Participating in the definition of our commercial strategy
- Identifying the most effective promotional channels (specialized media, fairs, seminars)
- Executing the marketing plan; organizing product presentations or participating to fairs

Your tasks may also include, depending on company needs and on your experience, sale of other services, development of communication material, project management, technical support, training or other duties contributing to the goals of the company.

You report to the Business Development Director. Extensive travelling in Benelux is expected. Depending on where you live, working on a home-office basis could be considered. However you will visit the headquarters on a weekly basis.

Profile

- Proven track record of meeting and exceeding sales targets
- Higher education degree (Geography, Bio-engineering, ICT)
- Native Dutch speaker; fluent in French (both written and spoken); working knowledge of English
- Autonomous, pro-active, self-motivated, results oriented, flexible, committed, hard working
- Outstanding communication and negotiation skills

Desired qualifications:

- Acquired commercial experience in:
 - Software industry
 - Sale of GIS products or services
 - Dealing with government organizations at local and national level
 - Selling to engineering, consulting, landscaping, town planning firms
 - Sale of additional services to a software client (cross-selling)
- Familiar with the world of 3D modeling
- Relying on an address book very well-off for professional contacts in the industry

Must-have requirements:

- 3-5 years sales experience
- Strong software and new technology awareness
- Familiar with GIS industry thanks to education and/or professional experience
- Fluent in Dutch and French

Offer

We offer a unique chance to learn, progress and be part of a very exciting challenge in a thriving market + an attractive package including fixed and variable remuneration in line with your experience and results, company car, fuel card, mobile phone and reimbursement of home-office costs.

Thrilled by this opportunity to work in an international and high technology environment? Please send your resume and application letter to cv@cicade.com or contact Laurent GERADIN for more information at +32 71 57 25 35.



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