

<u>Sales Manager</u>

Bridgewater is urgently looking for a Sales Manager to develop new markets.

Mission:

- Acquire business information and understand clients' needs
- Define and implement a Business Development strategy
- Develop clients' relationships
- Develop own network and attend business related events
- Develop and manage marketing tools
- Understand and report market needs

Desired skills & Experience:

- Master degree in Business Management or Purchase
- Confirmed experience in B2B Business Development or experience as a consultant in the finance or purchase area
- Bilingual French/Dutch
- Excellent relational skills
- Enthusiastic person with good communication skills
- Entrepreneur, pro-active, persistent and always looking to improve
- Marketing skills is a plus
- Affinity with the consultancy world

Our offer :

- A challenging job in a young & growing company
- A nice and dynamic working environment
- A competitive salary with benefits (company car, fuel card, phone, insurance, meal vouchers, etc.)

More than a resume, we are looking for a real personality! This job is intended for all those who know the difference. Do you have what it takes? Don't wait any longer and send your CV and cover letter to I.blavier@bridgewater.be

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About Bridgewater:

"You have the costs, we have the solutions".

At Bridgewater Consulting we are cost efficiency experts. We believe companies can become more competitive, especially given the economical context.

In large and medium-sized companies, we observe common problems:

- Lack of visibility of costs and contracts
- Limited knowledge of the market (suppliers, price, quality, solutions, etc.)
- Lack of independance (history and relationships with suppliers)
- Limited time spend on general costs and no long-term strategy

- Negotiation power limited to the size of the company
- Decisions based essentially on the price lead afterwards to indirect costs

Over the past years we have developed a strong expertise to offer advice in costs which are common but non strategic:

- Energy
- Marketing
- Human Ressources
- IT
- Logistics
- Real Estate
- Professional services
- Supplies
- Catering

Our results are quite impressive as we have on average 24% savings and a “no cure, no pay” strategy.

The best part is that we still have plenty of challenges and objectives for the future. Join the growth by reducing the costs!