

Business Development Manager – E-mobility (remote)

Are you a real hunter, keen to develop a market by your own? Do you like setting out your plan, taking on responsibility and going wherever your hunting takes you? Is working remotely your way of life? And does your technical background and passion for cycling sometimes make you wonder whether these two could be merged somehow into one.....a new job maybe? Then this might be a real match for you.

Who is A&C Solutions?

A&C Solutions is the exclusive European partner of leading E-bike connector manufacture Higo. As a market leader, we work for many large European players such as Stromer, Heinzmann, Riese & Müller, Supernova etc. Our head office and warehouse are based in Turnhout, Belgium. Besides our team at our HQ we work with local account managers in various European countries.

Our philosophy

You will join a strong team of professionals, a mix of all ages. All doors are always open, communication is smooth and transparent. We have a strong customer focus and are ambitious in achieving our goals. We are convinced that a team that works together, stays together. That's why we also enjoy having a drink together, we organize company sports activities and we take a joint responsibility in reducing our company foot print. All of this with the necessary dose of humour of course ;-).

Wat does the job entail?

- You will be responsible for developing international markets for A&C Solutions, i.e. mapping the market, locating interesting prospects, determining our competitive position, spotting the opportunities and trends.
- Prospecting and paying sales visits to (or doing online meetings with) potential customers to convince them to work with E-bike connectors from Higo.
- Follow up on prospect/customer meetings with quotations, feedback, negotiations and report this in our CRM system.

- You will work closely together with our product management, inside sales and marketing department to determine the needs and plans for the French market.
- You will be in Belgium regularly (once every quarter) for sales meetings and team events

Are you the ideal candidate?

- You have **international sales related working experience**, preferably within the B2B E-bike market.
- You have a **technical, commercial background** through education (college degree) or experience
- You have **excellent commercial and empathic skills**. You are a hunter driven by spotting business opportunities and matching customers' needs with the right solution.
- You have **excellent verbal and written skills in English and preferably other languages (German or French)**
- You are **located preferably in Germany or France** and used to work remotely.

What can you expect from A&C Solutions?

- You will be well trained by our team and you will be given every opportunity to grow within the position and within the organization.
- At A&C Solutions, the team comes first. We regularly organize team events and we encourage a nice and healthy work environment with fun team moments.
- You will receive an excellent salary in relation to your experience and additional benefits. You will also receive a representative company car, mobile phone and laptop.

Does this position appeal to you?

Please send your CV to Marion Voermans via marion@ac-solutions.be.