



Sirris - Business Developer - Innovation Services

Do you want
to be a part
of our story?

In search of Business Developer - Innovation Services

Sirris works closely together with Agoria in the framework of the Industrie Partnerschap, an industrial partnership supported by the Flemish Government through VLAIO and which addresses Flemish companies. What does Agoria stand for? Agoria means progress through technology. It paves the way for all technology-inspired companies in Belgium that pursue progress in the world through the development or application of innovations and together represent more than 300,000 employees. They are proud that around 1,900 member companies place their trust in the three pillars of their services: consultancy, business development and the creation of an optimum business climate. Agoria has a team of 200 motivated professionals. Thanks to their respective expertise, competencies and network, they ensure that they are able to offer a high-quality and high-performance service.

Sirris and Agoria join forces to provide collective and individual services to companies in the technology industry on the themes of Digitisation, Sustainability and Industry 4.0. These services are provided in the context of the Industrie Partnerschap and are open to members and non-members, independently of Agoria or Sirris membership. Selling these services requires close cooperation between the communication and marketing teams, the experts and the sales of both organisations. Agoria and Sirris have an ambitious plan to reach a large number of companies in order to encourage them to make the necessary transformations in the field of digitisation, sustainability and industry 4.0. For examples of the services offered, click [here](#).

To support the sale of certain services, we are looking for a **Business Developer - Innovation Services for the Technology Industry**. We are looking for a dedicated new colleague to support the sale of these services. Most of these services are realised in collaboration between Agoria and Sirris experts. Do you feel you are the man/woman for the job selling these services within the context of this project? Are you ready for a business development & sales position where you are the link between the customer and Agoria/Sirris experts? In that case, read on to find out what this challenging position entails!

- You understand the industrial target market, the supply, the business contacts and the market strategies needed to attract B2B companies.
- You set up (online) campaigns in collaboration with communication and marketing to generate leads.

- You follow up leads generated through (online) marketing activities.
- You generate new leads through various channels such as networking, events, etc.
- You actively present the specific range of services to interested companies and follow them up.
- You will answer possible pre-sales questions, whether or not together with relevant experts.
- You are responsible for the concrete realisation of the agreed sales objectives, in consultation with the project leaders.
- You inform companies about the available subsidy options associated with the purchased services.
- You monitor the progress within the sales activities in line with the agreed timing and results to be achieved and adjust if necessary.

What do we expect from you?

- You have about 10 years of experience in B2B sales and business development.
- You have knowledge and experience in the field of digital marketing.
- You have a good knowledge of the market and have an affinity with technological innovations and themes such as digitisation, sustainability and industry 4.0.
- You know perfectly which services you can use to approach and engage the target groups.
- You have the ability to analyse the needs and requirements of companies.
- You have the necessary power of persuasion within different contexts (determination of needs, answering questions, positioning Agoria & Sirris, securing sales,...).
- You are dedicated and result-oriented, structured and planned, and enjoy negotiating.
- You always talk in terms of possibilities and not in terms of obstacles.
- You quickly pick up information that can be used within your commercial position.
- You have a native command of Dutch and a good command of French, both spoken and in writing.

What do we offer you?

At Sirris you actively participate in top projects at Belgian companies. You build up knowledge and experience in the most advanced technologies. Every day you experience the satisfaction of knowing that you are doing pioneering work. In short, you deliver innovative work in its purest form.

Flexible work, personal development and an environment in which collaboration is central, that's what Sirris stands for. We offer an attractive salary package that

is completely in line with your job and experience.

For more information about this position, please contact [Franne Godderis](#), HR Business Partner bij Sirris of met [Sovanna Hem](#), HC Business Partner bij Agoria.

<http://www.sirris.be/>