



*EUROSENSE is a leading company in the fascinating world of top technology. Our activities consist of amongst others environmental monitoring, development of GIS-applications, aerial photography, photogrammetry, remote sensing and hydrography, for which we use the most sophisticated techniques in our domain. We are world leader for a number of our activities. We have several offices in Belgium and abroad.*

*For our expansion in Bulgaria we are looking for immediate start of employment a*

## **Business Developer, Bulgaria**

### **Your Tasks:**

#### **1. Business and Prospection**

- 1.1. Developing a business plan/strategy together with the company management.
- 1.2. Searching for new opportunities (tenders, ideas, customers, partnerships, etc.). Creating and promoting new solutions in cooperation with the other departments of the group. Increasing the market of EUROSENSE EOOD.
- 1.3. Maintaining and coordinating all useful (international and national) commercial contacts.

#### **2. Sales**

- 2.1 Preparing of tender documentation.
- 2.2 Identifying tender list.
- 2.3 Managing sales process.
- 2.4 Leading final contract negotiations.

#### **3. Contracts**

- 3.1 Assisting the project coordinator in contract monitoring and control.

#### **4. Team work**

- 4.1 Assisting in the organizing of the efficient work of the team.
- 4.2 Setting standards and expectations for quality and delivery of his team's work.

#### **5. Reporting**

- 5.1 Preparing of the periodical commercial & project reports.

### **Your Profile:**

1. You have a commercial attitude with negotiating skills.
2. You are communicative and skilled in making (new) contacts.
3. You have preferably a university degree or equivalent by experience related to geo-information and earth observation.
4. You are creative and result oriented.
5. You have a good level of English.

### **Our Offer:**

1. An international and high-technological environment.
2. Working within a highly motivated international team.
3. Interesting work in the field of GIS, Photogrammetry and Remote Sensing.

### **How to apply:**

**only by letter or e-mail in English (with CV and photo) to:**

**EUROSENSE BELFOTOP B.V.B.A.**

Nerviërsiaan 54, 1780 Wemmel, BELGIUM

For the attention of M. Gielens, Secretary to the Managing Director

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Selection agencies are asked to abstain.