

Sales

Business Development

Who is Folks ?

Nice to meet you, we're Folks. We have more than 30 years of experience in events and corporate travel. We aim to be the most creative, expert and dedicated partner for our client's events and travel around the world. And we're funny too, sometimes it helps.

Are you looking for an opportunity where you can truly impact the sales of a company by combining strategy and developing new revenue resources ? Somewhere you can define your own playground and grow your network. Then we might be the Folks you're looking for!



Your key responsibilities would be :

- Define your playground and develop your network
- Identify prospects needs and take proactive steps to maintain and improve the conversion rate as well as the prospect experience
- Build a lasting relationship with your partners and be their specific person of contact
- Collaborate with the management in the development of the business
- Keeping informed of sales industry trends in our sector
- Provide commercials offers to new leads
- Using your creativity to develop new ideas to fuel the pipeline growth
- Research the market, identify and contact interesting prospects
- Get familiar with the current way of working of Folks and our sales approach



What about you ?

- You have a result oriented mindset
- You have analytical skills with a knack for reporting
- You are organized and meticulous
- You have an entrepreneurial spirit and are motivated to develop new revenue resources for you and the company
- You are fluent in French or Dutch and have a good knowledge of English

Then what do you think of

- A salary linked to the results
- The opportunity to develop yourself in a diverse and challenging job
- Great offices in Brussels (with a garden)
- Colleagues who are friends, friends who are colleagues

Send us your CV and motivation letter at john@wearefolks.be !

Full time or part-time freelance position
Start : as soon as possible

