

Job Title:	Business Developer	Job Category:	Business Developer
Department/Group:	Sales & Marketing	Job Code/ Req#:	BizDev / 001
Location:	Brussels, Belgium	Travel Required:	Yes
		Position Type:	Full time
HR Contact:	Emmanuelle VIN	Date posted:	2015-11-26
Will Train Applicant(s):	Yes	Posting Expires:	2017-01-01
Applications Accepted By:			
E-mail: joinourteam@amia-systems.com		Mail or Phone: AMIA Systems Drootbeekstraat 13 Brussels 1000, Belgium W: +32 479 727.905	
Subject Line: Recruiting: BizDev / 001 - Business Developer			
Job Description			
<p>Do you have a passion for the Sales and Marketing? Do the aerospace, automotive and the defense industries fascinate you?</p> <p>For you the POGO is not only a dance style but also a selling formula: <i>“Ask about the Person, the Organization, and the person's Goals and Obstacles”</i>.</p> <p>You aren't afraid to give a “cold” phone call? Do you like travels?</p>			
<p>Do you believe in Operations Management, working for a company where individuals with innovative solutions to society's most pressing industrial problems work together? Are you ambitious and persistent, with a drive to tackle major optimizations challenges?</p>			
<p>Would you like to inject your fun personality into a friendly, open office?</p> <p>If so, read on...</p>			
<p>Job Description: AMIA Systems is seeking a Business Developer to join its dynamic team.</p> <p>As the Technical Sales Manager you support the growth plan and contribute to the revenue objectives of AMIA Systems. You explain, demonstrate and prove the value of SIMOGGA to our clients and partners through industrial and technical expertise. You develop and implement plans and strategies for direct and indirect channel and for the internationalization of AMIA Systems.</p> <p>You transfer skills by sharing technical knowledge internally.</p> <p>You develop, capitalize and extend (or coach partners on) consultative selling approach based on Industry Business Process Expertise.</p>			

What we Expect: Come to work every day ready to be the best you can be for (y)our clients. Be passionate about (y)our products and engineering innovations. Lead by example. Roll up your sleeves and get stuff done. Expect the same from everyone on the team.

Essential Qualifications:

- Master degree in Civil Engineering or Business Engineering
- Fluency in English, French and Dutch, with proven practice in a professional environment
- Excellent copywriting skills, ability to rework technical content or report on (y)our activities

Competencies:

- **Entrepreneurial and self-starting spirit** to support the growth of a small structure
- Excellent communication and presentation skills
- Huge potential and commitment to achieve goals, targets and objectives.
- Entrepreneurial and self-starting spirit to support the growth of a small structure
- Positive and collaborative attitude in a team environment
- Excellent work ethic and strong attention to detail
- Willingness to travel across Belgium and neighboring countries
- Willingness to share technical expertise with peers
- Willingness to learn; creative and problem solving personality

Things We'd Also Like to See:

- At least 3-5 years of proven track record in (1) production management or (2) supply chain management or (3) in selling (ERP/CRM/SaaS) software solutions by direct or indirect channel
- A background in consulting would be appreciated
- Ability to write and speak in German or Spanish
- Experience with Customer Relationship Management (CRM) tools
- Familiarity with Computer-aided design (CAD) tools
- An appetite to seek and implement best practices
- Ability to test software applications

To apply for the Business Developer position, please email joinourteam@amia-systems.com and include your resume and anything else you think will help us know more about you, your interests and qualifications.

Be sure to mention "BizDev / 001 - Business Developer" in the subject line of your email.

Company Description

AMIA Systems is a "Université Libre de Bruxelles" spin-off company who delivers a "Lean factory layout" solution (SIMOGGA) applying material-flow optimization using Cellular Manufacturing methods, key enabler of increased production velocity and flexibility while reducing the capital requirements.

SIMOGGA relies on an optimization core from 10+ years of intensive research in cellular manufacturing and an intelligent user interface useful by all actors concerning by a factory reorganization. A small amount of data is

needed before delivering first results with immediate assessments of KPIs.

We sell our solutions in Belgium and we have prospected in Belgium, France and the US (Oklahoma) but, the sky is (y)our limit.

We operate since October 2011 in an open, creative, fast-paced environment that emphasizes teamwork. We currently located at Laeken, we plan to move in the short term to external facilities, though we will remain located in Brussels.

AMIA Systems is an Equal Opportunity Employer.

To find out more about AMIA Systems, please visit our website at www.amia-systems.com