



## Renta Solutions – IT Business Development Specialist

### We are looking for IT Business Development Specialist

As an IT Business Development Specialist at Renta Solutions, you play a crucial role in the growth and expansion of our company. You will be responsible for identifying and seizing new business opportunities, expanding our customer base, and strengthening existing client relationships. With your commercial skills and analytical insight, you will turn market opportunities into successful collaborations.

#### What will you do?

- Actively seek new business opportunities and markets for Renta Solutions.
- Build and maintain strong relationships with clients and partners.
- Present and demonstrate our digital solutions to potential customers.
- Negotiate and close contracts that contribute to our growth.
- Use the CRM system to manage leads, opportunities and forecast sales accurately.

- Manage the full sales cycle, including follow-up and reporting, ensuring comprehensive tracking of opportunities and performance.
- Work closely with internal teams to ensure a smooth onboarding of new customers.
- Collaborate with internal teams to translate customer needs into innovative solutions.
- Analyze market trends and competitors to provide strategic insights.

## What do you bring?

- A completed bachelor's or master's degree in a relevant field (e.g., Business, Marketing, or Technology) or equivalent to experience.
- At least 3 years of experience in a commercial role, preferably in the mobility or IT sector.
- An entrepreneurial mindset with a passion for sales and business development.
- Strong communication skills and persuasiveness.
- Affinity with digital solutions and technological innovations.
- A results-oriented, proactive, and customer-focused work approach.
- Good communication in English, Dutch and French.

## What do we offer?

- A challenging position in an innovative and dynamic organization.
- The opportunity to make an impact on the digitalization of the mobility sector.
- A competitive salary with attractive compensation and benefits package such as a car, meal vouchers, insurance....
- Flexible working hours and the possibility of remote work.
- A close-knit team with an informal and driven work atmosphere.

**Interested?** Do you want to contribute to the future of mobility and digital innovation? Apply now!

<https://www.rentasolutions.org/en>