

Business Development Representative

Who are we

Husky Intelligent Fridges is at the forefront of the unmanned retail revolution, providing innovative IoT solutions to businesses aiming for a future with unmanned operations. Our products range from Smart to Intelligent Cabinets (Fresh, Frozen, Ambient) and our newest innovations such as our Intelligent Dispenser and Return bin. We cater to several segments with our customized products, services and more.

With dozens of active customers across Europe and in different segments (Retail, Food as a Service and Hospitality) we've already made a significant impact with our established products. But we're aiming higher: a global transformation of the refrigeration and retail landscape by offering a One Stop Shop with solutions for the transition towards an unmanned future.

And that's where you come in!

What does the job entail

As a Sales & Business Development Manager/Executive you will play a pivotal role in making the success of unmanned retail a reality. We are therefore seeking a highly motivated sales professional to join our high-performing and ambitious commercial team.

You will be responsible for proactively reaching out to potential and existing customers, building relationships, and driving sales growth. Your primary focus will be on generating new business opportunities; whether this be in completely new segments or unlocking untapped potential at existing customers and partners.

The ideal candidate is a persuasive communicator, a hunter adept at identifying customer needs, and skilled in presenting compelling sales propositions to elevate the commercial team to the next level. The role entails leadership, entrepreneurship, risk taking and flexibility to persuade prospective and current customers of the great potential added value of our solutions for their business.

Responsibilities:

- Proactively identify potential opportunities in current and new segments, determine how our solutions can add value, and create corresponding go-to-market (GTM) initiatives.
- Introduce and present our solutions whilst effectively communicating our value proposition by i.e. creating presentations and leading sales meetings.

- Develop a deep understanding of customer needs, pain points, industry trends, and competitor activities, to identify new sales opportunities/strategy.
- Create and refine sales pitches, marketing brochures and campaigns accordingly.
- Leverage both existing and new relationships to continuously build and maintain a pipeline of opportunities, ultimately driving conversion to achieve ambitious targets.
- Collaborate with all stakeholders to ensure a seamless customer experience, from lead generation to post-sale support.
- Be a Husky advocate in promoting our brand and mission to ensure we support the mission and reach our goals.
- Have an active role and input in team strategy and company meetings.

What are we looking for in someone:

- A dynamic and innovative mindset, unafraid to take bold and unconventional approaches.
- Experience with outbound sales, preferably such as vending, retail or hospitality'.
- Excellent communication and interpersonal skills, with the ability to engage customers and build strong relationships.
- Proficiency in English and/or Dutch; knowledge of German and/or French is an advantage.
- Strong negotiation and closing skills, coupled with a persuasive and confident sales approach.
- A results-driven mindset, with a passion for achieving and surpassing sales targets.
- Thrives in a fast-paced, target-oriented environment focused on redefining an entire industry.
- A continuous learning and curious mindset, staying updated with industry trends and product knowledge.
- Knowledge and affinity with technical products.

Interested?

Join Husky Intelligent Fridges to drive global change and shape the future of unmanned retail! Apply now to be part of our visionary journey at jobs@intelligentfridges.com. Submit your resume, highlighting relevant experience and motivation.

Let's redefine retail together!