

Always dreamed of being a Business Developer? Does building new relations and deepen existing ones makes you smile?

Don't wait any longer and apply now! Haystack is looking for YOU!

SAY YES IF OUR OFFER CAN DELIGHT YOU

We are investing as much in people as in innovations. We create an environment that offers opportunities to develop and where you feel part of a great, dynamic and passionate team of colleagues and experts. Join a fresh eyed company where ownership and autonomy are encouraged.

- Challenging projects for an international client base seeking added value
- Customized training plans and exciting career opportunities
- We embrace 'hybrid' working! In a very nice and inspiring office in Heverlee where collaboration is stimulated combined with working from home. We organised ourselves in such digital way to optimize our way of working at the same level as well from home as at the office.
- A competitive salary on top of a set of extra-legal advantages in a very flexible environment based on mutual trust. A company where colleagues are proud of each other, where successes are celebrated and where everyone is aiming for the same goal: a healthy, sustainable and most of all fun best place to work.

SAY YES IF YOU WANT TO JOIN AN 'AMAZING PLACE TO WORK'

Evidence-based consulting for better & smarter decisions, powered by senses.

Haystack Consulting, founded in 1974, helps global brands make better and smarter decisions to drive business growth. Our team of needlefinders delivers actionable insights with deep perspective. Our "whatever it takes" approach, rooted in consumer understanding, allows us to craft bespoke research solutions. Using an array of scalable, best-in-class & innovative methodologies, we provide research & consulting solutions that help you make better & smarter decisions and create impact in your organization.

We don't just ask what is, but explore what could be:

- **Explore and innovate** - Combining entrepreneurial agility with commercial rigour to create winning innovations in products, services and packaging.
- **Brand Strategy** - Helping to shape a distinct and long-term future of your brand, from market and category understanding to inception and communication.
- **Shopper behaviour & retail strategy** - Providing intuitive shopper insights that deliver a more engaging shopper experience.
- **Stakeholder activation** - Ranging from co-creation and collaboration with internal and external stakeholders to realizing the full potential of insights across the business.

SAY YES IF YOU WANT TO BE THE EVANGELIST OF HYBRID RESEARCH

Our Business Developer has an entrepreneurial mindset and generates business opportunities using his/her extensive knowledge of the different industries we target, using his/her open, assertive, critical, persistent growth hacking mentality. Your task is creating new business opportunities and grow the revenue with key clients, delighting them with sound insights and providing innovative solutions. Our Business Developer is a 'go-getter', transforming clients into strategic accounts and developing new business through strategic advising. He/she will be part of one of our hybrid quantitative and qualitative team.

- You seek outside opportunities to drive new business with new and existing clients valuing our cross-solution approach
- You make our services & initiatives shine! Through sales/marketing activity, adding value to proposal writing through industry, client or business question knowledge. Leading team pitches, you are the ambassador of our story
- You build and develop strong relationships with (future) clients, becoming their insights partner by connecting them with our team of research experts.
- You love to translate strategic needs and challenges into the most effective research design that Haystack can offer thanks to your large interest in market research. You go beyond the research question and are able to unfold the business challenges.
- You love to convince that measuring is knowing and to pro-actively spread the Haystack love.
- You live and advances Haystack thinking, pushing the boundaries of what we do and how we can evolve it to make it even better and more relevant
- You actively contribute to the overall company financial targets

SAY YES IF YOU FEEL YOU ARE THE ONE

- Your personal hashtags are #sales #strategy #assertive # persistent and #entrepreneurial
- You have a strong interest in the market research industry You are eager to learn about research and how to use it to help our clients
- You love to connect and reconnect
- You have a natural ability for storytelling and generating ideas
- Your verbal and written communication skills will impress us
- You are a pro-active and enthusiastic team player with an open mind
- You demonstrate a 'make it happen' attitude
- You have several years of experience in business development (on agency side is an asset)
- You speak and write English fluently. Dutch or French is an asset

4 TIMES YES?

Now that your heart is beating faster and you can't wait to tell your friends about the above... Stop, breathe in and send your application letter and resumé (CV) to joinus@haystack-consulting.com

We look forward to hearing from you!

"At Haystack, we empower people, brands and ideas to reach their full potential"

Website: www.haystack-consulting.com

Industry: Market Research

Company Size: 50-100 employees

Headquarters: Heverlee, Belgium

Locations: Amsterdam (the Netherlands), Antwerp (Belgium), New York (United States of America)

Founded: 1974