



AQ Rate is one of the most granted independent full services market research agency in Belgium.

With in-house all the necessary resources for both data collection and data processing, AQRate is empowered to conduct any type of quantitative studies in face to face (CAPI / CASI), by telephone (CATI) on internet (CAWI). The tasks entrusted to us by our customers cover as well B2B as B2C research in various sectors as media, FMCG, retail, telecoms, transport, public affairs...

To support the development of its activities, AQ Rate is looking for a **New Business Developer** based in our offices located in Brussels:

JOB DESCRIPTION

Business development :

- In collaboration with the CEO, definition and achievement of the objectives of the company
- Definition and implementation of the commercial strategy
- Development of business volume and customer portfolio
- Development of new commercial offers and new products
- Integration of digital, mobile and social technologies into survey methods
- Market analysis and identification of new business opportunities
- Optimization of internal operating processes

Client Relationship Management :

- Managing a portfolio of existing customers
- Presentation of new products and opportunities
- Regular reports on the progress of studies
- Networking (congresses, seminars ...)

Project Management:

- Briefing, definition of the objectives and the ways to carry out the survey
- Writing of study proposals, including a methodological recommendation, definition of sample size and structure, quotas, data processing, retroplanning and budget
- Supervision of the realization of the survey
- Monitoring and control of the progress of the survey and reporting to the client
- Instructions for data processing
- Data processing control and results analysis
- Writing a summary report
- Presentation of results and recommendations to the client

YOUR PROFILE

- Education:** Master degree (e.g. Economics, Psychology, Marketing Management, Market Research, Statistics...) with a solid marketing knowledge and interest in market research
- Languages:** Fluent in French, Dutch and English, both written and spoken.
- Experience:** Minimum 5 years' experience with market research, whether in a market research agency, advertising/media agency or advertiser
- Abilities:**
- Faculty to manage a project in its entirety and independently
 - Organisationnel and team management capabilities
 - Methodical in his work, sense of detail and precision
 - Comfortable with social relations, communication and public speaking
 - Open to the world, curious and watcher of new trends
 - Passionate about figures, statistics and market research
 - Digital minded & new technologies freak
 - Respect of deadlines and resistance to stress
 - Availability and flexibility in the customer relationship
- Required Skills:**
- Proficient with Office software (Word, Excel, Powerpoint).
 - Comfortable with figures and statistical analysis techniques
 - Knowledge of data processing software (SPSS, SQL, SAS ...) and / or electronic publishing (Dreamweaver, Frontpage ...) is an asset

OUR OFFER

- A friendly and dynamic work environment in a growing business
- An exciting and varied job
- Chance for career development and integrating the management of the company
- An attractive and progressive salary package with extra-legal benefits (meal vouchers, group insurance, company car, laptop, mobile phone ...)

APPLY:

If you think you are the right candidate for this position, send your application letter and CV to lmoreau@aq-rate.com or call **Laurent Moreau (0486/64.85.64)** for a date.