



Business development manager Europe

About Amoobi

Amoobi is a strong and growing company. We have built a unique technology based on 3D optical sensors allowing us to automatically measure the customer journey across large stores, to then derive insights and recommendations on store optimization. Our vision is to become the leader in retail space analytics, meaning we help retailers and brands understand how they can optimize their store space to make it easy, efficient and enjoyable for shoppers to find products. This creates a strong loyalty and better sales performance. We focus on 3 core areas of optimization (1) full store layout (2) category management / space merchandising (our core expertise) (3) check-out optimization. In a world where physical retail is very challenged by online and new players, we are bringing an innovative way of measuring and improving customer experience in-store.

The current context (post COVID) makes our solution even more relevant as this crisis has proven that the shopper behaviour can change drastically and very quickly, and the grocery retailers are now capturing more consumption for example with more at-home dining.

Amoobi is an international company present in more than 10 countries for many of the largest retailers and leading FMCG in the world including: CVS, Walmart Group, Tesco, Ikea, Media Markt, Carrefour, Delhaize, Metro Group and P&G among others.

We currently operate across Europe from our head office in Belgium and in North America from our New York City office. We are growing fast (>50% year over year) and we'd like to accelerate our growth to become the leader for merchandising optimisation through in-store analytics.

Your fit with Amoobi's culture is a key criteria for joining the team. At Amoobi, we strive to provide high quality in everything we do. We reach that through our commitment to support our fellow co-workers and to deliver the best insights for our clients. Above everything, we focus on the team and our ability to progress together while having FUN. The ideal candidate will bring fun to the team and help us provide new and existing clients with more high-quality insights via an extraordinary commitment to the team and to our goal.

Description of the role

Amoobi is growing fast internationally and wants to capture the market opportunity. Therefore, we want to strengthen our position across Europe with a focus on Western Europe and close by countries like Netherlands, France, UK and Germany. The successful candidate will play a key role in the continued growth success, by building on Amoobi's existing presence. You will be part of a dynamic customer team taking care of all our clients both in Europe and North America. Your role will be focused on Europe.

The job will require you to become very familiar with our insights and products and to help our customers see the value of the tools and make sure they have the right support, onboarding and expertise for them to get the most out of it. The exact mix of activities will depend on your

background and interest but will mostly contain business development and account management. This will therefore include an entrepreneur mentality to go get new large B2B clients of course supported by our team and with our CEO.

Amoobi is offering a unique opportunity to join a scale-up that is reshaping how retailers understand their shoppers, and how they design stores, categories and operations to keep them happy. Your role will come with the freedom to find the best approach to acquiring, and growing retail clients across Europe. However, you will also benefit from a significant investment of time of mentoring, and coaching from Amoobi's CEO. You will also report to him directly. We are looking for someone with the ambition and drive, but also the passion for revolutionizing retailers' ways of working, and we are willing to invest time, energy and resources to helping that person become a business leader and shaper of our future business.

Desired Skills and Experience

The ideal candidate will have 2 key characteristics

- 1) A drive and motivation for our product and market and the willingness to go the extra mile and develop our business. Experience can help to go faster but attitude will be our first degree of evaluation
- 2) We know from experience that we need to speak the local language and that is why we're looking for someone multi-lingual. Fluent in French and English is mandatory and a third language (or more) is a huge advantage.

The ideal candidate:

- 0-5 years of experience
- You are eloquent and confident in dealing with senior stakeholders
- You have the ability to explain the benefits of solutions and analytics in a way that is easy to understand, and make it appealing to business people in various roles (CEOs, marketers, operations specialists, category management specialists etc.)
- You like to play with data, you have an analytical mind, and you enjoy looking for the "so what" in the data.
- Confident
- Ambitious
- Results-Oriented
- Quick learner
- Ability to work independently and proactive
- Excellent oral and written communication skills in English and French and ideally also a third European language
- Stress resistant, well-structured and organized with the capacity to adopt a helicopter view.

Our values define who we are, and we expect the candidate to share our company values (Strong commitment to quality, Team player, Fun, Commitment to deliver and Honesty)

Interested in stepping in this exciting adventure?

Apply by sending your CV AND a short note explaining why you are excited by this opportunity. It does not have to be long but it is essential.

Email: jobs@amoobi.com