

BIGH Anderlecht SPRL
RUE OPSY CHAUDRON 24/b35
1070 ANDERLECHT
TVA BE0671 841 794

About: Job offer for the position of **Sales Manager**

BIGH is a young company that aims to develop, build and operate aquaponic farms that are integrated to urban sites. The mission is to create sustainable food production through technology that is based on the principles of circular economy and a short supply chain distribution. The first site, the **Brussels Aquaponics Farm**, located on the roof of a covered market in Brussels, was inaugurated in April 2018 and produces salmon trout, various vegetables, and aromatic herbs in an aquaponic system. BIGH operates this site, which as its first farm, is a pilot farm, while thinking about the development of other farms in Brussels and other European cities.

Team and approach

We are and we want to remain a young and dynamic team passionate about sustainable development. Our employees are eager to share their ideas and thoughts with their colleagues in order to foster continuous improvement (technical, economic, environmental). We offer a work environment that is typical of a start-up: bubbling with energy and driven by a unique vision and top quality products.

Site of operation

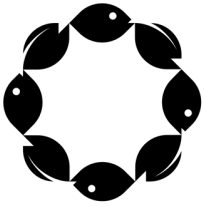
The **Brussels Aquaponic Farm** (4000 m²) is located at the Abattoirs d'Anderlecht, an emblematic site in the center of the Belgian capital. It hosts innovative agricultural businesses, thus creating a space to demonstrate the different possibilities offered by urban agriculture. The roof includes a high-tech greenhouse divided into several spaces: a greenhouse for hydroponic cultivation on tidal tables (potted herbs), a greenhouse for hydroponic vegetable cultivation on drip lines (tomatoes, eggplants, etc.) and finally a closed circuit aquaculture (RAS), from which comes the nutrient-rich water allowing the irrigation of the different crops. Outside, we have a vegetable garden, cultivation tanks for various small fruits, climbing crops on vertical surfaces, beehives, a composting unit, etc.

Job description: Background

Urban agriculture and its potential for production and innovation are attracting a lot of attention in Brussels, Belgium and Europe. Yet, our products have production costs that are higher than market prices because of our sustainable, local and technological production method. It is therefore essential to be able to tell BIGH's story properly in order to explain to our customers and partners the added value of our products.

As a Sales Manager, you will be responsible for ensuring the sale of our products (canvassing, customer and partner relations), customer satisfaction (product quality, deliveries, etc.), and the marketing of our products.

The sales manager will work closely with the logistics/orders officer.



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Job Description: Duties

The sales manager is responsible for the sale of BIGH products (salmon trout, herbs, fruits & vegetables) and commercial partnerships:

- Canvassing of new customers
- Customer relations and customer satisfaction follow-up (management of complaints, understanding the desires and needs of different types of customers, etc.)
- Definition of commercial strategy (promotions, market research, advertising)
- Pricing (calculating margins, market research to evaluate prices of similar products, consumer willingness to pay)
- Negotiate prices with customers
- Sales tracking, projection and analysis: tracking sales, forecasting future sales, reporting actual sales and analysis, etc.
- Representing the farm at events (shows, fairs, markets, conferences,...)

The Sales Manager is responsible for the marketing of BIGH Anderlecht :

- Managing product packaging (design, quantities, quality, etc.)
- To make the products and the history of BIGH known to a large public

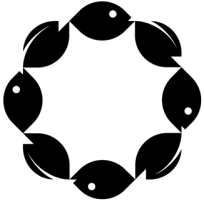
The sales manager manages the logistics/order officer:

- Ensure that the job is done right, that the employee feels good
- Identify and solve problems
- Optimize the operation of logistics/orders
- Ensure product inventory management and production/sales interface to ensure smooth communication and efficient management

Finally, the sales manager must be ready to help the rest of the team if needed (horticultural production, fish production, events, etc.)

Desired skills and experience:

- Oral fluency, ease in sharing enthusiasm, empathetic, friendly approach
- Strong negotiation skills
- Bilingual FR-NL, fluent in EN
- Sales experience is a plus
- The satisfaction of your interlocutor is very important to you
- Ability to analyze data (analytical mind)
- Very good computer skills (microsoft office and/or google tools, especially excel/google sheets)
- Proactive, efficient, and quick learner
- Strong ability to adapt and organize
- Flexibility (variable workload and tasks, schedule may vary)
- Ability to work independently as well as in a team environment



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- Passionate about sustainable food, the circular economy and/or urban agriculture
- Motivated by the BIGH project and the development of future projects

Practical aspects of the position

- Full time (38h/week)
- Desired start in January 2021
- Fixed term contract or permanent contract to be discussed
- Competitive remuneration in the sector and extra-legal benefits.

Interested ? Please send your CV and cover letter by December 12, 2021 to: contact@bigh.tech