



## Let's connect...

**Are you looking for a job in which you can contribute to the growth of a company that is expanding rapidly? Then don't hesitate to carry on reading!**

### Who are we?

BKM-Orange has been part of Orange Belgium since 2019 and provides quality ICT solutions in 4 areas. Unified Communications & Collaboration (UCC) solutions, IT solutions, Document & Visual solutions and Connectivity solutions. With more than 25 years of experience, we have grown into a reliable benchmark on the market. Across our offices in Hasselt, Steenokkerzeel and Ghent, our 230 specialist staff with experience and expertise provide the best service to our 16,000 customers every day.

'We connect. We care.' That's why we do our utmost every day. With the right specialist knowledge and using the latest technologies, BKM Orange will relieve you of all your company's time-consuming ICT issues. As ICT consultants we guide our clients through their digital transformation.

Would you like to come and strengthen our team? For the Wallonia region we're looking for a:

## Business Consultant IT Security

### What do we expect from you?

- You'll go in active search of potential clients and manage your own customer portfolio;
- You'll think creatively along with existing and potential clients and advise them on the best ICT technologies;
- You'll develop personalised proposals in collaboration with the Solution Architects;
- You'll see to it that proposals are properly followed up and that excellent service is provided;
- You'll maintain sales relations and take the necessary steps to generate revenue from existing clients.

### What are we looking for?

- You have a technical degree and a strong interest in telecommunications and ICT;
- You have outstanding sales skills and are motivated by success;
- You're sensitive to other people's feelings, you're enthusiastic and able to use convincing arguments;
- You're a good communicator and sales-minded;
- You have communicative team spirit and a positive attitude;
- You're both results- and action-oriented;
- You're keen to form part of a motivated team in which you'll be given room to work autonomously;
- You speak and write fluent French. Basic knowledge of Dutch and English would be a plus point;
- You have five years of relevant experience.

## What do we offer you?

- A strong, sound, constantly growing organisation with plenty of ambition and enthusiasm;
- A new position with many responsibilities and development possibilities and considerable autonomy;
- A full-time job of indefinite duration;
- An attractive salary package with extra benefits over and above the legally obligatory ones such as a car, a fuel card, a laptop computer, a mobile phone, insurance, etc.;
- A dynamic and transparent organisation;
- A company that converts results into incentives and social activities of all kinds;
- A challenge!

## Interested?

Then send your CV and cover letter right away with the reference 'Business Consultant IT Security' to [jobs@bkm.be](mailto:jobs@bkm.be) We will handle your application as quickly as possible and with the necessary discretion.