

## Batopin – Acquisition hunter and negotiator (freelance)

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We are building an independent ATM-network offering qualitative cash services to all individuals and merchants in Belgium. We set the goal to become the largest player on the Belgian market in the next few years.

In order to support our expanding business, we are looking for a **acquisition hunter and negotiator** to join our team.

#### Your role

- You support Batopin in the search for new locations.
- You have daily contacts with immo, bringing in new leads.
- You support immo in the final negotiations for a contract.
- You negotiate contracts with respect for the property owner. You know that a good collaboration can be a win-win for both.
- You aim at having good, qualitative locations on good places for Batopin and this within reasonable rental fees.
- You have contacts with municipalities in the search for new leads.
- You do the follow-up of the contracts with municipalities and make sure we land on a good location.

### What do we expect?

- Have a bachelor's degree and have at least 5 years of experience in immo and real estate.
- Be fluent in Dutch and/or French, written and oral. Good knowledge of English is a must: we have an international staff and suppliers so meetings are in English.
- Be proactive: you have to hunt for plans, contact data and go behind the property owners.
- Be a good negotiator with a good knowledge of the Belgian immo market.
- Be determined and selective, as location is key for Batopins project.
- Be optimistic: it's a challenging project and not every building is suited: stay positive!

### Your mindset

- You're a teamplayer that can work autonomously and enjoys celebrating joint achievements.
- Your communication is clear and you are able to translate concepts or technical items into tangible and comprehensive terms.
- You're happy to plan, manage and coordinate multiple projects simultaneously.
- You can be an out-of-the-box thinker but what matters you the most is offering an active participation to make things happen.
- You have demonstrated a 'can do' attitude.

- You like to look for solution, share your knowledge and pro-actively come up with improvement or new ideas.

<https://batopin.be>