

A background image showing industrial equipment, including a large metal frame and a control panel with various buttons and a screen, set against a blurred industrial background.

TÜV AUSTRIA BELGIUM NV – Customer Development Manager

Customer Development Manager

Become the Commercial Ambassador of TÜV AUSTRIA Belgium

At TÜV AUSTRIA Belgium, we believe that trust, safety, sustainability, and innovation are the foundations of a strong industry. Every day, our experts help customers make their installations, processes, and organizations safer, more reliable, and future-proof.

With more than 100 employees in Belgium, we are active in **Testing, Inspection, Certification, Sustainability, and Digital Trust**. We combine the expertise of an international group with the entrepreneurial spirit and close customer focus of a local organization. Thanks to this unique combination, we continue to grow year after year and strengthen our position as a trusted partner for the Belgian industry.

To support our next phase of growth, we are looking for a **Customer Development Manager** who will promote our story, inspire new customers, and build lasting partnerships.

Your Mission

You will become the commercial face of TÜV AUSTRIA Belgium within the Belgian industrial market.

You will help companies address challenges related to **safety, compliance, asset integrity, sustainability, and digital trust**. In this role, you will do more than simply sell services. You will build long-term relationships based on trust, expertise, and added value.

You will develop new customer relationships while strengthening existing partnerships. You understand the needs of industrial organizations and translate them into solutions from our broad portfolio of services. In doing so, you will work closely with our technical experts, inspectors, auditors, and consultants.

You will tell the TÜV AUSTRIA Belgium story: a story of independence, technical expertise, quality, and innovation. A story that helps customers manage risks, improve performance, and prepare for the challenges of tomorrow.

What Makes This Role Unique?

You will have the opportunity to help build an organization that is much more than a traditional inspection or certification company.

Our customers rely on us for, among other things:

- Inspection and Asset Integrity services for critical installations.
- Certification of management systems and processes.
- Support in addressing sustainability and ESG challenges.

- Digital Trust solutions that help organizations digitalize securely and reliably.
- Technical expertise that supports companies in compliance, risk management, and operational excellence.

As a **Customer Development Manager**, you will connect these areas of expertise with our customers' challenges and create new opportunities for growth.

Who Are We Looking For?

We are looking for a sales professional who is energized by building relationships and creating opportunities.

You:

- Enjoy developing long-term partnerships.
- Understand how industrial companies operate.
- Are curious about technical and complex challenges.
- Combine an entrepreneurial mindset with a results-driven approach.
- Have strong communication and stakeholder management skills.
- Feel comfortable interacting with both operational teams and management-level stakeholders.
- Are fluent in Dutch and English. French is considered a strong asset.
- A key role within an ambitious and rapidly growing company.
- The opportunity to contribute directly to the continued development of TÜV AUSTRIA Belgium.
- Collaboration with some of the most experienced technical experts in the industry.
- An environment where entrepreneurship, initiative, and autonomy are encouraged.
- A competitive compensation package, including a bonus, company car, and comprehensive fringe benefits.
- The opportunity to make a visible impact on both our customers and our growth strategy.
- A competitive salary complemented by an extensive package of fringe benefits, including:
 - Meal vouchers worth €8 per working day and annual eco vouchers worth €250.
 - Hospitalization insurance (including outpatient care and dental coverage), group insurance, and the possibility to add family members.
 - End-of-year bonus.
 - Mobile phone subscription and a Bring Your Own Device (BYOD) allowance.
 - Laptop.
 - Company car with charging card or a mobility budget.
 - Flexible Income Plan with options such as additional vacation days, the purchase of telecom devices, bicycle leasing, and more.
 - Seniority leave from 2 years of service onwards.
 - Flexible working hours, remote working options, and a strong focus on maintaining a healthy work-life balance.

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