



SLOW CABINS[®]

JOB OPENING: REGIONAL BUSINESS DEVELOPER (The Netherlands)

Slow Cabins wants to create positive impact on people (wellbeing) and planet (nature) by offering off-grid eco cabin experiences within unspoiled nature at secret spots nearby city hubs (< 2 hours travel distance). The company helps stressed-out citizens and millennials to de-haste and rewind at the slow rhythm of nature, while actively contributing to local nature restoration programmes.

Slow Cabins positions itself at an intersection of multiple compelling eco lifestyle, vacation & leisure habit, clean tech, consumer and digital trends and challenges.

More info on www.slowcabins.com and www.slowcabins.be.

The company is now looking for a talented and passionate Regional Business Developer who isn't afraid to roll up his/her sleeves and able to boost the Slow Cabins concept and brand with premium location experiences.

01 WHAT WILL YOU BE DOING?

The selected candidate will be the regional business lead for location spotting, obtaining permits as well as fostering longterm partnerships with key stakeholders in the Netherlands. He/she will manage contacts with landowners, neighbors, nature organisations, authorities and other stakeholders to facilitate Slow Cabins operations.

This includes amongst others:

- **SCOUTING & RESEARCH:** rank regional location options and priorities based on the Slow Cabins 'location quality' matrix and regional focus, local acceptance and nature experience potentials.
- **SITE & DESTINATION VISITS:** undertake site visits according to Slow Cabins location quality criteria, explore destination potentials, present to and onboard regional partners to host the Slow Cabins concept
- **DESTINATION MANAGEMENT :** build and expand a professional network of partners, governments and stakeholders to support the Slow Cabins concept. Develop relationships of trust and impact with landowners and key local stakeholders. Lead and/or assist in presentations before municipal decision-making bodies and other government entities as necessary. Coordinate and complete land lease and/or purchase negotiations with landowners and/or partners
- **PROJECT ANALYSIS :** review market data and competitive pricing analysis. Evaluate the overall technical and financial feasibility of a potential project. Review ownership, (urban) planning and legal aspects to determine (dis)advantages of potential agreements.
- **PERMITTING:** draft and negotiate compelling proposals and obtain permitings to kick-start Slow Cabins operations, in close cooperation with Slow Cabins legal and architectural experts.

02 HOW WILL YOU BE WORKING?

The selected candidate will be part of the daily Regional Management team and provide strategic guidance to the Regional Partner and/or CEO of Slow Cabins. The candidate will be able to show integrity, focus and eagerness to deliver new nature experiences and introduce eco hospitality and wellness innovations. He/she will drive continuous improvement, brand representation and awareness, impact and trust towards various stakeholders, while focusing on execution and expansion of the Slow Cabins concept.



03 WHY SHOULD YOU CHOOSE THIS POSITION?

The job vacancy is a fast-learning position with ample career perspectives within an ambitious and fast-growing scale up with international market ambitions. Our concept, eco designs, digital platforms, off grid innovations and community is built to scale and create social and environmental impact beyond just profit.

04 WHERE WILL YOU BE WORKING?

Slow Cabins European Headquarter is currently based in Antwerp (Belgium). The location where you work from is less important and depends on your regional focus: what matters is the output and impact you realize by closing deals and obtaining permits. Residence within Northern Belgium or the Netherlands is though desirable due to the current market focus and close partner proximity.

05 WHO ARE WE LOOKING FOR?

REQUIRED QUALIFICATION, KNOWLEDGE, SKILLS & ATTITUDE:

- Minimum of 3 years of professional experience in business development, public private partnerships, contract negotiations and/or stakeholder management to combine private with public interests.
- A degree or working experience in Urban Planning, Nature Conservation, Project Development, Real Estate or Property Management, Facility Management, Hospitality, Business Development or related relevant studies and/or experiences
- Affinity with Geographic Information System (GIS) and public mapping as well as relevant online location spotting tools
- Knowledge of local / regional / national zoning and land use practices, land development standards, and utility solutions
- Proven and strong project management experience
- Hands-on “do-er” with focus on delivering results and prioritization
- Eager to work within agile and dynamic fast-growing environments
- Strong commercial and diplomatic negotiation skills
- Native French speaker with excellent knowledge of English and/or Dutch (other languages like German is a plus)
- Excellent written and verbal communication skills
- Excellent Power Point and Excel skills
- Willingness to travel and flexible work ethos

Our Regional Business Developer should have strong representational, commercial and stakeholder management skills to turn challenges into opportunities. He/she loves to focus on execution and is willing to learn from his/her own and other failures. He is dedicated to the Slow Cabins concept and is a reliable and integer partner. Preferably the candidate has previous work experience in and/or a strong affinity with land acquisition businesses, permitting processes and/or public private partnership constructions. Experience within a start up environment and/or a proven track-record of business development in a niche market is a plus.

The ideal candidate will be a passionate developer and negotiator with a no nonsense mentality, a smily person with preferably a good portion of humor, always hustling and eager to work with multiple teams, partners and stakeholders. Self-development, ownership and execution power is part of his/her DNA. The candidate has clear eyes for details, a passion for the hospitality and/or wellness industry and the great outdoors. He/she unique experiences, positive vibes, eco lifestyle or clean tech innovations. Flexibility conducive to a fast-paced, growing company environment is highly desirable.

06 WHAT WE OFFER

- Ample career opportunities within a growing scale up with international market ambitions
- A unique work environment and positive work ethos, based on respect, high degree of collaboration and autonomy
- Pivotal role at the interface of a trendy offline 'detox' product and standalone online digital booking platform
- Flat structures, steep learning curves and open communication
- Competitive salary with multiple variable compensations based on performance

07 HOW TO APPLY?

Send your CV and resume to jobs@slowcabins.com. We appreciate personalized applications, rather than standard robot CVs.

For more information about this position and conditions you can contact :
0032 468 35 67 27

