

# WE ARE HIRING!



**Intrafin**  
Toys & Games Distribution

Intrafin Toys & Games Distribution is a leading EU-wide distributor with headquarters in Belgium, connecting passionate gamers, geeks, and pop culture enthusiasts with a diverse range of products. We distribute Trading Card Games, Board games, and Figurines & Merchandise. Under our Intrafin Games brand, we focus on the localisation and distribution of expert board games. Join our team and be part of a company committed to bringing joy and entertainment to enthusiasts worldwide!

## BUSINESS DEVELOPER

### JOB SUMMARY

As a Business Developer at Intrafin Toys & Games Distribution, you will be responsible for driving strategic partnerships, sales growth, territory expansion, product line diversification, relationship management, industry networking, and competitive analysis. Your role will be pivotal in identifying and seizing business opportunities to strengthen our market presence, foster growth, and expand our product offerings. We are seeking a dynamic professional with strong business acumen, excellent communication skills, and a genuine passion for the toys and games industry.

### RESPONSIBILITIES

- Identify & establish **strategic partnerships** with manufacturers, retailers, publishers, ...
- Develop strategies to **increase** sales/revenue
- Assess & expand the **product portfolio**
- Evaluate potential **new markets** and regions
- **Participate** in industry events, trade shows, and conferences to stay updated
- **Monitor** competitor activities, pricing strategies, and market positioning to shape business development strategies

### REQUIREMENTS

- **Bachelor's degree** (business/ economics/ management or related field)
- **Min. 2 years of experience** in related role
- **French and/or Dutch + English** (other EU language is a plus: German, Italian, Spanish)
- **Proactive, results-oriented**, and able to work **independently** as well as in a **team**
- **Passion** for toys, board games, and related products, with understanding of the industry
- **Live near office** in Zaventem (max +/-25km)

### APPLY

Please submit your updated **resume and a cover letter** highlighting your relevant experience, language proficiency, and affinity with our products, by sending an email to [Jobs@intrafin.be](mailto:Jobs@intrafin.be).



+32 (0)2 722 99 99



[jobs@intrafin.be](mailto:jobs@intrafin.be)



[www.intrafin.eu](http://www.intrafin.eu)