Pre-sales Engineer

Are you looking to combine an interest in sales with your technical knowledge? You have a technical background or are a tech enthusiast, you have good analytical, communication and problem-solving skills. Join Digiteal and take on an active role in a European e-invoicing and e-payment revolution !

Our Mission

By developing invoice presentment, payment and Open Banking solutions in partnership with integrators, invoicing & accounting software companies, Digiteal helps its customers to get paid faster, more regularly and at a lower cost.
In other words, Digiteal is helping companies to use the "2023" best practices (by reducing the ecological & economical waste of paper bills for instance) to finally improve the user experience of consumers.

Our Company

Our Fintech is a Payment Institution authorized by the National Bank of Belgium with a European scope. It is compliant with rigorous regulations of the financial sector, yet you will be surprised, among other things, by our self-management type of organization. At the heart of all our activities are trust and transparency towards our employees, customers and investors.

Created in 2015 by the payment expert Cédric Nève, Digiteal is a scaleup with notorious shareholders such as the Colruyt Group and Credendo. Take the opportunity to participate in this adventure with us.

Our clients are public and private companies, usually sending mass payment requests (online payments, invoices, requests to pay, etc) such as E-commerces, Utility companies, Hospitals, Municipalities, Marketplaces, etc. Some references that you may know: Mozzeno, Elindus, DATS 24, Rombouts, Van Zon, Symeta Hybrid, in BW, etc.

Your role within Digiteal

Accompanying the business developer to meet clients (online or in person) in order to assess their technical needs and see which Digiteal products best fit their requirements.

The client representatives might be from different business departments (Finance, IT, Product…). You must have both a business understanding of the clients' needs and a technical understanding of our services and APIs. This will allow you to make the link and explain how our services can be used in order to answer the needs of the clients.

Your profile

You have a Software developer background or you worked as an IT business analyst for at least 5 years. An experience as a technical integrator would be a plus as well.

You are familiar with the European payment landscape and want to get involved in a business project strongly focused on collective intelligence and self-management. You are able to be autonomous while being a teamplayer.
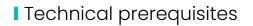
▎Sales aspect

You are an excellent listener and have good communication skills (both written and spoken). The ability to present products and services and easily explain them to customers is an essential skill. You have some professional experience (preferably in different companies) as a business analyst for example.

▎Technical aspect

You can read, understand and relay a product description, including the technical documentation. You should also be able to explain the sometimes complicated workflows in simple terms, so that they can be understood by the client. For this role, some experience as a technical integrator would be a plus.

You understand the concepts and have hands-on experience using them, in order to help the client's IT team to perform the integration.

▌Technical prerequisites

- ▸ HTTP
- ▸ JSON
- ▸ REST (for the APIs)
- ▸ also preferably SQL and BI to review the statistics and access the logs.

The developed products/services being aimed at the European market, occasional travels may be required. However, the main activities and contacts will be done in Belgium (Flanders, Wallonia & Brussels) or remotely (phone, email, video conferencing) mostly in Dutch, French and English.

▌You master the following skills:

- ▸ Active listening
- ▸ Negotiation
- ▸ Problem-solving
- ▸ Strategic thinking

You are fluent in French and can express yourself easily in Dutch. **Proficiency in English** is a must as all technical documentation is in English. .

Any other language is welcomed (DE, ES, IT, …)

Why Digiteal?

You have the opportunity to participate in **an innovative European business project.**

You will have an attractive salary package in line with your knowledge and experience including a car, health insurance, group insurance, training package, etc.

You will enjoy a fulfilling work in a dynamic company respectful of the human person (teal management believer).

You can benefit from an environment that promotes learning and discovery.

You're the one?! Let know us why: work@digiteal.eu

Practical information

Company HQ location : Walloon Brabant

Remote work is possible

Status : employee

https://linktr.ee/digiteal