

# Sales - Hunter - Marketer

We are looking for a salesperson to sell our products and to be responsible for the marketing to our end customers.

Status: Employee

## Our company

Teal IT is a FinTech company developing an innovative alternative in the field of electronic invoicing and payments. It is compliant with rigorous regulations of the financial sector, yet you will be surprised, among other things by our self-management organization. At the heart of all our activities are trust and transparency towards our employees, customers and investors.

We are specialized in the development of an electronic invoicing and payment product called Digiteal.

Created in 2015, Teal IT is a startup. This is an opportunity to participate in the early stages of the adventure with us.

## Your role in Teal IT

As a commercial in Teal IT, you participate in the dissemination and promotion of products made by your colleagues.

This implies an active approach to prospect new customers (Hunting). You also collect more technical knowledge with your colleagues and the needs expressed by customers to guide future developments (requirements gathering). You will ensure the adequacy of what is produced with the needs expressed (Q & A). In addition, you will participate in content development and marketing material shaping with the help of our graphic / community managers (Marketing).

This is a varied function and using different levels of skill or excellence both in terms of that know-how and well-being.

The developed products are aimed at the European market and some occasional travel may be required. However, the main activities and contacts will be done in Belgium (Flanders & Brussels) or remotely (phone, email, video conferencing).

## Your profile

You have a degree in Commercial Engineering or equivalent experience.

You have a minimum of 5 years of solid experience as a hunter and you are a good negotiator.

You want to get involved in a highly focused business project making use of collective intelligence and self-management. You are able to demonstrate independence but also to be a team player.

### **You master the following fields:**

- Hunting
- Farming
- Marketing Strategic positioning
- Requirements engineering
- Negotiation
- Market Access Strategy

Dutch is your mother tongue or equivalent by training.

Sufficient mastery of English is required.

Strengths: FR / DE / ES / IT

## We offer:

A very complete package, attractive and matching your knowledge and experience.

The opportunity to participate in an innovative business project.

A fulfilling job in a dynamic company respectful of the human person.

An environment that promotes learning and discovery.

You're the one!? [hello@digiteal.eu](mailto:hello@digiteal.eu)