

# Professional Hunter wanted

You have a big appetite for sales and are a fan of digitisation and simplification? Comfortable calling, meeting and convincing new clients? Then join Digiteal's e-invoicing and e-payment revolution!

## Why Digiteal

Digiteal is a FinTech with a societal impact, developing an innovative alternative in the field of electronic invoicing and payments. Compliant with rigorous regulations of the financial sector, yet applying self-management principles in our organization.

At the heart of all we do are trust and transparency towards our peers, clients and investors.

Created in 2015, Digiteal is on its path from startup to scale up. This is an opportunity to participate in the early stages of the adventure with us!

## Your role in Digiteal

Status: Employee or Independent

As a hunter in Digiteal, you participate in the dissemination and promotion of products made by your colleagues.

You are comfortable calling, meeting and convincing new clients. You also collect technical knowledge and the needs expressed by customers to help 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).

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) mostly in Dutch.

## 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
- Strategic Marketing
- Negotiation
- Market Access Strategy

Dutch is your mother tongue or equivalent by training.

Proficiency in English is also required.

Optional strengths:

- Loads of contacts with big invoice issuers
- Experience in e-invoicing or e-payment
- FR / DE / ES / IT

## We offer:

A very complete package, attractive and matching your knowledge and experience. If you have the right skill set and experience, you will be our new Chief Sales Officer !

The opportunity to participate in an innovative business project that will change Europe B2C invoicing.

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)