

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 Digitéal's e-invoicing and e-payment revolution !

Our Company

By developing invoice presentment, payment and bank statements access solutions in partnership with integrators, invoicing & accounting softwares, Digitéal helps companies to get paid faster, more regularly and at a lower cost.

Our Fintech is a payment institution certified by the National Bank of Belgium. 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.

Created in 2015, Digitéal is a scaleup with notorious shareholders such as Colruyt Group and Credendo. This is an opportunity for you to participate in the early stages of the adventure with us.

Our customers are public and private companies, usually sending a lot of payment requests (online payments, invoices, requests to pay, etc) such as E-commerces, Water distribution companies, Energy, Hospitals, Municipalities, Marketplaces, etc. Some references that you may know: Mozzeno, Elindus, DATS 24, Rombouts, Van Zon, Symeta Hybrid, etc.

Your role within Digitéal

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

You do the full hunting cycle: identifying the best customer segments, finding the contact details, getting in touch with them, understanding their needs, providing the best offer to them, getting it signed and handing it over to the account manager.

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 (Wallonia, Flanders & Brussels) or remotely (phone, email, video conferencing) mostly in Dutch, English and eventually French.

We are a small company so if you are capable of providing a helping hand on different levels, it would be an extra advantage.

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 business project strongly focused on collective intelligence and self-management. You are able to be autonomous but also to be a teamplayer.

You master the following technical fields:

- Hunting
- Marketing
- Negotiation
- Market Access Strategy

Nice to have:

- Farming
- Experience with major Accounts

Dutch is your mother tongue or equivalent by training.

Proficiency in English is also required.

Additional points if you also know :

- Loads of contacts within our industry
- Experience in the financial sector (e-invoicing or e-payment)
- NL/ FR / DE / ES / IT

Our offer

A very complete package, attractive and corresponding to your knowledge and experience.

The opportunity to participate in an innovative European business project.

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

An environment that promotes learning and discovery.

More:

Company location : Walloon Brabant

Remote work possible

Status : employee

You're the one!? work@digiteal.eu