

# French speaking Business Developer (Medior)

Do you have a big appetite for sales and are a fan of digitalisation and simplification? Are you comfortable with cold calling, meeting and convincing new clients? You love to be the key contact for your leads and customers? You love to explore new territories and build new relationships? Then join Digitéal's 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, Digitéal helps its customers to get paid faster, more regularly and at a lower cost.

In other words, Digitéal is helping companies to use the "2023" best practices (by reducing the ecological & economical waste of paper bills for ex) to finally improve the user experience of consumers.

## Our Company

Our Fintech is a payment institution certified by the National Bank of Belgium and a European project. 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, Digitéal is a scaleup with notorious shareholders such as the Colruyt Group and Credendo. Take the opportunity to participate in the early stages of the 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, Water distribution companies, Energy, 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 Digitéal

As a Business Development Manager, you participate in the dissemination and promotion of products developed by your colleagues.

You do the full sales hunting cycle: identifying the best customer segments, finding the contact details (usually C-level), 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 information and needs expressed by customers to help in guiding 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 officers (Marketing).

Developed products are aimed at the European market and some occasional travel may be required. However, your main activities and contacts will take place in Belgium (Wallonia & Brussels) and remotely (phone, email, video conferencing) mostly in French, English and possibly in Dutch.

Living in Wallonia is therefore important.

## Your profile

### ■ Must have

- ▶ You have a degree in Sales or International business or equivalent by experience.
- ▶ You have a minimum of 5 years of solid experience as a sales hunter, you are a good negotiator and you can take initiatives (independent mindset).
- ▶ You understand the added-value of a CRM.
  
- ▶ You 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. Last but not least, you are able to achieve the targets assigned to you.

## ■ You master the following technical fields:



Cold-calling



Negotiation



Sales meetings



Networking

French is your mother tongue or equivalent by training. A good command in Dutch is appreciated but not mandatory.

Proficiency in English is also required. Any other language is welcomed (DE, ES, IT, ...)

## ■ Nice to have

- ▶ Farming customers
- ▶ Marketing
- ▶ Experience with major Accounts
- ▶ A good understanding of the accounting or payment industry or ready to learn fast

## ■ Additional points (bonus)

- ▶ Loads of contacts within our industry
- ▶ Experience in the financial sector (preferably in e-invoicing or e-payment)

## Why Digitéal?

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](mailto:work@digiteal.eu)

## Practical information

Company HQ location : Walloon Brabant

Remote work as possible

Status : employee

<https://linktr.ee/digiteal>



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Your picture here

met at ...  follow up: