

Sales Manager – Payment Industry

You have a background in the Payment Industry, good analytical, communication and organizational skills. You are motivated to play an active role in expanding our market presence and driving revenue growth.

Our Mission

Our mission is to revolutionize the payment landscape by providing cutting-edge solutions that streamline transactions and enhance financial inclusion. As we continue to grow, we are seeking a motivated and experienced Sales Manager to join our team and drive our business development efforts.

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 "2024" best practices (by reducing the ecological & economical waste of paper bills for instance) to finally improve the user experience of consumers.

Our Company

Created in 2015 by the payment expert Cédric Nève, Digitéal is a dynamic and innovative Payment Institution authorized by the National Bank of Belgium and active within the SEPA (Single Euro Payments Area) zone. Digitéal is a member of the Norwegian group Aera Payment & Identification AS. 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.

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 Digitéal

As a Sales Manager you will be responsible for developing and executing strategic sales plans, building and maintaining client relationships and identifying new business opportunities within the SEPA zone.

▶ **Sales Strategy Development:**

- Develop and implement comprehensive sales strategies to achieve company targets and expand our customer base in Belgium and within the SEPA zone.
- Monitor and report on sales performance, providing regular updates to the Management Committee and adjusting strategies as needed.
- Conduct thorough market research to identify trends, opportunities and competitive landscape in the payment industry.

▶ **Client Acquisition:**

- Identify, prospect and acquire new clients, focusing on businesses that will benefit from our payment solutions. Work on his own client portfolio and sales targets.
- Build and maintain strong relationships with existing clients, ensuring high levels of customer satisfaction and loyalty.
- Lead contract negotiations with clients, ensuring mutually beneficial agreements.
- Prepare and deliver compelling sales presentations and proposals to prospective clients, showcasing the value and benefits of our payment solutions.

▶ **Sales Team Management:**

- Recruit, train, mentor and manage a team of 4 people.
- Set clear objectives, provide regular feedback and foster a culture of continuous improvement and achievement while respecting our Teal values.

- ▶ **Collaboration:**
 - Work closely with internal teams (circles), including marketing, product development and customer support, to align sales efforts with company objectives and enhance product offerings.
- ▶ **Compliance:** Ensure all sales activities comply with NBB regulations and company policies.

Your profile

You have a deep understanding of the payment industry, strong sales acumen and the ability to thrive in a fast-paced, innovative environment.

- ▶ Minimum of 5 years of sales experience in the payment industry including payment terminals, fintech or a related field, with a proven track record of achieving sales targets.
- ▶ Strong understanding of SEPA zone payment systems, regulations, payment terminals and market dynamics.
- ▶ Proven experience in managing and leading sales teams, with a focus on performance and development.
- ▶ Strong analytical skills with the ability to interpret market data and sales metrics to drive strategy.
- ▶ Self-motivated, results oriented individual with the ability to handle numerous projects concurrently.
- ▶ Bachelor's degree in Business, Finance, Marketing or a related field.
- ▶ Excellent communication, story-telling, negotiation and presentation skills.
- ▶ Proficiency in English and Dutch. Additional languages such as French or any other ones relevant to the SEPA zone are a plus.
- ▶ Willing to work in a Teal organization with a self managed team, intuitive reasoning, decentralized decision-making, wholeness and a deeper sense of purpose.
- ▶ Willingness to travel within the SEPA zone as needed to meet with clients and attend industry events.

Why Digitéal?

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

- ▶ The chance to be part of a leading fintech and a group shaping the future of payments in the SEPA zone.
- ▶ Competitive salary and a performance-based bonus.
- ▶ Comprehensive benefits package including health and group insurance, meal vouchers, eco-cheques, a company car and a fuel card.
- ▶ Opportunities for professional growth, development and personal training.
- ▶ Regular exchanges and collaboration with our Norwegian colleagues.
- ▶ A collaborative and innovative work environment (teal organization).
- ▶ The possibility to work in a hybrid environment (1 to 2 days/week in the office)

How to Apply

Interested? Submit your resume and a cover letter detailing your experience and why you are a perfect fit for this role.

Please send your application to work@digiteal.eu with the subject line "Sales Manager Application - [Your Name]".

Practical information

Location : Axis Parc, Mont-Saint-Guibert

Hybrid work is possible (office + remote)

Status : employee

<https://linktr.ee/digiteal>