

# Business Developer (Medior)

Ready to build something big?

Do you thrive on opening new doors, creating opportunities, and turning prospects into long-term customers? Are you energized by the challenge of winning new business and helping companies embrace digital transformation?

## Our Mission

Our mission is to provide developers and businesses with reliable API-based solutions built on European standards, making payment integration and financial data exchange effortless.

We develop our solutions in partnership with integrators, invoicing & accounting software companies in order to help businesses to get paid faster, more regularly and at a lower cost.

## Our Company

Created in 2015 by payment expert Cédric Nève, Digiteal is a fast-growing and innovative Payment Institution, licensed by the National Bank of Belgium and active across the SEPA zone. As part of the Norwegian group Aera Payment & Identification AS, we combine strong regulatory foundations with an entrepreneurial and agile mindset.

But what truly makes Digiteal unique is our way of working. We don't believe in micromanagement. We operate with a self-management organization where trust, ownership, and transparency are not just values — they shape our daily collaboration. You'll find a team where initiative is encouraged, and where everyone has a real impact.

We support both public and private organizations handling high volumes of payment requests and Peppol invoices. Our clients range from e-commerce and

utilities to hospitals, municipalities, and marketplaces. Some names you might recognize: Colruyt Group, Mozzeno, Elindus, Rombouts, EASI, Recovr, the City of Ghent, the University of Brussels, etc.

## Why now?

Europe is entering a new era of digital financial processes. From e-invoicing and payments to Open Banking and account verification, organizations are rethinking how money and data flow across their ecosystems.

For a Business Developer, this means joining a market where demand is growing rapidly, decision-makers are actively looking for solutions, and the opportunity to create value is enormous.

## Your role within Digiteal

As a New Business Developer, your mission is clear: drive Digiteal's growth by winning new customers and opening new opportunities in the rapidly expanding e-invoicing and digital payments market.

You'll have the freedom to identify new markets, engage with decision-makers, and build strong relationships with prospects across Belgium and Europe. From the first contact to the signed agreement, you'll own the entire sales cycle and directly contribute to Digiteal's success.

In short, you'll have ownership over your territory, your pipeline and your commercial strategy.

## What you will do

- ▶ Identify and target high-potential customer segments and strategic partners.
- ▶ Build and manage your own pipeline through prospecting, networking, referrals and outbound campaigns.
- ▶ Engage with C-level executives, finance leaders and software providers.
- ▶ Understand customer challenges and translate Digiteal's solutions into tangible business value.
- ▶ Manage the full sales process from lead generation to contract signature.
- ▶ Contribute to knowledge sharing and operational excellence within the team

- ▶ Work closely with Product, Marketing and Customer Success teams to maximize commercial opportunities.
- ▶ Gather market feedback and customer insights to help shape future product developments.
- ▶ Represent Digitéal at industry events, conferences and networking opportunities.

Our solutions are built around APIs, integrations, e-invoicing and payment technologies. You don't need to be a developer, but you should feel comfortable understanding technical concepts and translating them into business benefits for customers.

Most of your activities will focus on Belgium (Wallonia, Brussels and Flanders) with opportunities to contribute to Digitéal's European growth. Occasional travel may be required.

## Your profile

### ■ Must have

- ▶ At least 3 years of proven experience in acquiring new customers through outbound prospecting and consultative sales.
- ▶ A proven ability to generate new business opportunities and close deals.
- ▶ Strong prospecting, networking and relationship-building skills.
- ▶ Comfortable engaging with senior decision-makers and C-level executives.
- ▶ Curious about technology and able to understand digital products, APIs and integrations.
- ▶ Entrepreneurial mindset with a high level of autonomy and ownership.
- ▶ Results-driven, resilient and energized by ambitious growth targets.
- ▶ Experience using CRM tools to manage pipelines and sales activities.
- ▶ Use modern digital and AI-powered tools to improve efficiency and productivity
- ▶ Fluent in French and English. Dutch is a strong asset.

## I Nice to have

- ▶ Experience selling SaaS, Fintech, ERP, accounting, invoicing or payment solutions.
- ▶ Experience working with software vendors, system integrators or technology partners.
- ▶ Understanding of e-invoicing, Open Banking, payments or financial services.
- ▶ Experience managing complex B2B sales cycles.
- ▶ Existing network within finance, software or digital transformation ecosystems.

## I What will make you stand out

- ▶ A strong track record in acquiring new customers.
- ▶ The ability to simplify complex technical topics and turn them into compelling business conversations.
- ▶ A growth mindset and the ambition to help scale a fast-growing European Fintech.

## Why Digitéal?

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

We offer a competitive fixed salary + variable compensation linked to business growth. The salary package is in line with your knowledge and experience including a car, health and dental insurance, complimentary pension plan, continuous training opportunities, etc.

You will enjoy a fulfilling work in a dynamic team respectful of the human person (teal management believer).

You will benefit from an environment that promotes learning and discovery.

You're the one?! Let know us why: [sales-careers@digitéal.eu](mailto:sales-careers@digitéal.eu)

## Practical information

**Location:** Mont-Saint-Guibert, Belgium.

**Status:** Employee.

**Work arrangement:** Physically based in Belgium with possibility to do teleworking a few days per week.

<https://linktr.ee/digiteal>



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Your picture here

met at ...  follow up: