



Sales Development Representative – BeNeLux

Do you want to be a driving force behind the company that is **innovating the way we handle digital identity**, in Belgium and throughout Europe? Would you like to be part of a **talented team** that is determined to make a **positive impact** on society? Then keep on reading, you'll probably like what you'll see.

We are itsme[®], one of Europe's fastest growing tech scale-ups, counting 50 team members and growing. Our mission: providing a state-of-the-art digital identity solution to all people, enabling them to move their interactions to the digital space. Now, only five years after being founded, **6.7 million citizens use the itsme app**, to **identify** themselves, **confirm transactions** and **sign documents** online. Started in Belgium, we have recently launched the itsme[®] app in **The Netherlands** and soon we'll be active in **Luxembourg**.

As our Sales Development Representative, you'll make a major contribution to **scaling itsme[®] across the Benelux**. You'll be responsible for building our sales funnel by identifying and qualifying leads in Belgium, the Netherlands and Luxembourg. This position is a real challenge you can sink your teeth into, and you'll get ample opportunities to take on more responsibilities as you grow in your job.

What your job looks like

- You actively build and maintain a pipeline of potential customers by **identifying and qualifying leads (inbound / outbound)** for the sales team in Belgium, the Netherlands and Luxembourg.
- You **promote itsme[®]'s digital identity and signature solutions by reaching out to** these customers, highlighting the added value of a digital identity for their respective industries. You **collect their feedback** on the latest trends and their end-user needs.
- You'll get to keep yourself up-to-date with **market trends and industry developments** to ensure you bring relevant insights to potential customers and our sales team.
- You **schedule and prepare meetings** (stakeholder mapping, industry-specific insights, etc.) for the sales team enabling them to further develop the opportunity.
- You work closely with other functional teams such as **Marketing and Product Management** to **deliver targeted B2B lead-generation campaigns** and you **unlock efficiencies** in the sales process.
- You **attend industry events and conferences** to generate leads and build relationships.
- You'll work together closely with the **Sales Director** and the Account Executives.

Who we are looking for

- You perform on a **Master's degree level** and you have at least 1-2 years of experience in a commercial role, preferably in enterprise sales, linked to technology or innovation. Experience with Salesforce or a similar CRM is a plus.
- You can **relate to customer issues** and you can explain and educate about the value of digital identity / digital signature and its impact for customers.
- You have strong **communication skills (verbal and written)**, and you are strong at building relationships with prospects right off the bat, from the first phone call. You get a kick out of working in a fast-paced, high-growth environment.
- You like to set the bar high and are driven by **meeting and exceeding your targets**.
- You can work **autonomously** and you take **initiative** when you see opportunities.
- You **cooperate** constructively with others.
- You think that you are quite **ambitious? Great!** We're scaling fast, so we'll be able to offer you interesting career development opportunities in the coming years (shift to account executive / customer success role, etc.)
- You are fluent in **Dutch or French**, and you have a working proficiency in **English**.

What we offer

- Being welcomed by an **informal, enthusiastic and ambitious team** that is **revolutionizing how we safely manage our digital identity**, in Belgium, the Netherlands & beyond.
- Offices at walking distance from **Brussels Central Station** and the possibility to work **remotely 3 days a week**.
- Of course a contract of indefinite duration, with an **attractive compensation package**.
- An environment where we care a lot about our **core values**:
 - **Integrity**: being fair, honest & transparent so that we can be trusted.
 - **Inclusiveness**: being an open environment in which all team members' opinions are taken into account.
 - **Innovation**: building future-proof solutions by finding new ideas and methods to solve problems.



Your turn now!

Sounds like something for you? Then we'd love to get to know you!

Send your CV and motivation letter to career@itsme-ID.com. We'll get back to you within a week.