



Senior Account Executive - the Netherlands

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 Senior Account Executive, you'll play a critical role in scaling itsme[®] in the Netherlands. You'll be driving a significant part of **the sales activities in the Dutch market**. 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 develop, with the assistance of a Sales Development Representative (SDR), an **active (B2B) sales funnel** and identify business opportunities. You collaborate with internal teams to **deliver targeted campaigns** and **unlock efficiencies** in the sales process.
- You develop **relationships with new key customers** and strategic partners (resellers) in the Netherlands, across the public and private sector. You lead the way in sales and contract negotiations.
- You provide prospects and customers the **latest itsme[®] insights and developments**. You collect their **feedback** on latest trends and end-user needs, and pass on this valuable information to the product team.
- You support the further professionalization of **sales processes and CRM management**. This includes refining the analytical tools and processes in terms of acquisition pipeline, account planning and compelling proposals.
- You report to the Sales Director and cooperate closely with other teams such as **Marketing, Product, and Finance**.
- You **support the Sales Director in building the sales strategy and objectives** for the Netherlands, including distribution strategy and customer segmentation. You drive the development of a solid revenue engine that drives growth across all customer segments in the Netherlands, using both the direct and indirect distribution channels.
- You **communicate the company's commercial strategy** internally and externally so that all employees, partners and stakeholders understand the commercial plan and how it contributes to the company's overall goals.
- You **assist in recruiting a sales team** locally that will grow significantly over the next 6-18 months: rapidly hiring, ramping up and retaining top sales talent.
- You **contribute to building an efficient sales organization** by onboarding, training and coaching colleagues.

Who we are looking for

- You perform on a **Master's degree level** and you have at least 10 years of experience in a sales or account executive role in enterprise sales, preferably in a business linked to technology or innovation.
- As identity services are heavily used in **finance / insurance and the public sector**, previous experience in these industries is a plus.
- You're strong at **relating to customer issues** and gaining **insight in their digital strategy and their decision making process**.
- You have strong **interpersonal and communication skills**, with the ability to **build and maintain relationships** with customers, and to educate them about digital identity / digital signature solutions.
- You possess **strong negotiation and closing skills**, demonstrated by a track record of **meeting or exceeding sales targets**. You like to **set the bar high** and like to achieve your objectives.
- You can work **autonomously** and you take **initiative** when you see opportunities.
- You **cooperate** constructively with others and can take up a mentor role towards colleagues.
- 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 (international expansion, ...)
- You are fluent in **Dutch and 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.



- The possibility to work **remotely from the Netherlands**, with **ad hoc presence in our Brussels office** when required. The opening of a Dutch office will be evaluated in the near future.
- 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.