



Account Executive - Belgium

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 Account Executive, you'll play a **critical role in scaling itsme® across Belgium**. You'll drive the adoption of the itsme® digital identity in the key B2B customer segments that you are responsible for. 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** in Belgium, across the public and private sector. You lead the way in sales and contract negotiations, and you take responsibility for closing deals.
- 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 contribute to 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**.

Who we are looking for

- You perform on a **Master's degree level** and you have at least 3-5 years of experience in a sales or account executive role, 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 really good at **relating to customer issues** and gaining **insight in 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.
- 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 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.