



International Business Development Manager

Itsme has fundamentally **changed how people lead their digital lives in Belgium**, but we are not stopping there! Do you want to be a **driving force** to help expand on this success story as part of a **talented team** that is making 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 interact securely in the digital space. Now, only five years after being founded, **6.7 million citizens use the itsme app**, to **identify** themselves and **sign documents** online. Started in Belgium, we successfully launched in The Netherlands and soon Luxembourg, with the **ambition to become an internationally leading player**.

We are seeking highly motivated and ambitious professionals to join our Growth team. This is an amazing opportunity if you have a strong drive for success and a couple years of experience in a fast-paced environment. **As part of the Growth team, you will be on the front line to create international growth opportunities** of itsme®.

What your job looks like

- You **evangelize itsme®'s trusted identity and sign solutions**, building its brand and reputation **internationally**. You represent itsme internationally **up to the highest levels of the private, public and political world**.
- To this end, you get a firm grip on the **international and product market dynamics** and the landscape of the **major industry stakeholders**.
- You'll **identify, test and develop** new business opportunities in **other geographies**.
- You **explore partnership opportunities** in **several geographies and products**, and contribute to the itsme® vision around the international go-to-market and product strategy.
- You **negotiate contracts** and **respond to RFPs** in the international context.
- You **report directly to the Chief Growth Officer**, and of course you'll work in close collaboration with the **sales, marketing and product teams**.

Who we are looking for

- You have a **minimum of 7 years of relevant experience** in business development or sales, dealing with enterprise customers, preferably in tech and ideally in the digital identity field.
- You get a kick out of **convincing others and negotiating** contracts.
- Building rapport and **long-term trusted relationships** with stakeholders at all levels is one of your strengths.
- You combine **solid project management and problem-solving skills** to deal with broad-ranging and complex situations.
- You are all about **delivering results** and doing what it takes to get there. Since you will be our boots on the ground internationally, you can work **hands-on and independently**.
- Of course you are fluent in **English**. Good knowledge of Dutch or French is a plus.

What we offer

- A unique opportunity to gain valuable experience and **international exposure** in a **fast-moving and high-growth environment**
- The chance to **develop and grow**, while having **immediate business impact**
- Offices in Brussels and **flexibility in terms of remote working**
- 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.

Now it's your turn!

If you have what it takes, **send your CV and motivation letter** to career@itsme-ID.com.