

# We are growing. Are you?



Ogone is looking for a **KEY ACCOUNT MANAGER PARTNERS** m/f  
for our Mijdrecht office

## YOUR JOB

Reporting to the Country Manager, your main responsibility is to manage the growth of our partner portfolio, acquirers, banks, white label solutions, consulting companies, resellers, shopping cards, web designer and payment methods. You will achieve this by building a strong relationship with the partners while promoting and developing the usage of our Payment Gateway. This will include providing strategic customer solutions and achieving mutual goals. In strong cooperation with the Country Manager you will investigate and assess opportunities to contribute to the best decisions in terms of new partners. You will be based in our Mijdrecht office, and will be expected to travel where required for client meetings and business events.

After an intensive training period, you will be an expert in Ogone products and services, allowing you to be responsible for:

- Driving the growth of our partner portfolio
- Building and managing a long term partnership with the banks, acquirers, white label solutions and payment methods
- Designing and implementing a strategic account plan to detect and implement business opportunities
- Investigating new opportunities
- Defining and implementing a retention plan for your portfolio



## YOUR QUALITIES

For this challenging function, we need a talented individual with excellent negotiation and relational skills. Our ideal candidate fits following requirements:

- At least five years of high level experience in sales, preferably in the electronic payments, financial, ICT or services environment
- Fluent in Dutch, very good knowledge of spoken and written English
- Strong relational, communication and influencing skills
- Excellent analytical/intellectual skills, ability to quickly understand and learn complex matters
- Proactive, someone who takes charge
- Mature
- Curious, fast learner
- Reliable, sense of responsibility, commitment to results
- Interested in IT, internet and the online business
- A smart, confident individual with a professional manner is essential to this position

## WHY OZONE?

You work with complex products in a host of different sectors at the national and international level. You grow because your job challenges your skills every day. Your colleagues are all totally committed: there's a reason why we are growing all the time. In our open corporate culture you have freedom to achieve your goals and further your career.

Set your sights on becoming Key Account Manager Partners? We welcome your drive. Your responsibilities and experience attract a competitive salary with benefits and training opportunities.

## WHO WE ARE

At Ozone we develop electronic payment solutions for e-commerce and a host of other sectors. We work for small and large companies in more than 45 countries. We have offices in Belgium, the Netherlands, France, Germany, Switzerland, Austria, United Kingdom and India.

## COME AND GROW WITH US

Interested in a career in e-commerce? Don't hesitate, apply now.

Send your motivation letter and CV to Ozone, HR Recruitment: [hr@ogone.com](mailto:hr@ogone.com)  
Ozone, Woluwedal 102, 1200 Brussels

