

We are growing. Are you?



Ogone is looking for a **BUSINESS DEVELOPMENT EXECUTIVE** m/f
for our London office

YOUR JOB

Based in our Uxbridge office, your main responsibility will be to treat all the incoming sales requests (calls, mails, etc.) and to manage your proper mass market portfolio. Besides that you will also take care of the up selling by an active follow-up of direct mailings. Finally, you will also be involved in the outbound campaign calling. In close partnership, you will find the most appropriate solution for the customer and Ogone.

The role may also require occasional involvement in external exhibitions.

After an internal training period about our products and services, you will be an Ogone sales expert allowing you to:

- Handle all the incoming calls related to sales questions
- Take an active part in the phone prospection process by actively calling out new clients
- Follow up, analyze and screen the activation demands
- Actively think together with the customer to find the right solution for their needs
- Follow up our clients and resellers during and after the implementation of our payment services
- Participate actively into specific sales actions such as mailings, fairs, etc.
- Work closely with the customer care department in order to give our customers a full service
- Work in close collaboration with our Business Development Managers



YOUR QUALITIES

For this challenging sales function, we need a talented individual with very good verbal communication skills.

- Higher education or equivalent by experience
- Previous employment within e-commerce desirable
- Very good communication and writing skills
- Able to learn very quickly new concepts in internet technologies, e-commerce, etc.
- Clear drive for result
- Reliable, showing initiative and taking responsibility
- Able to handle the diversity of clients from industries like ticketing, travel, pure e-commerce players and many others
- Easy collaboration with colleagues, team-minded
- Mature
- Dedicated and hard working
- Strong integrative thinking ability

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 Business Development Executive? 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 40 countries. We have offices in Belgium, the Netherlands, France, Germany, Switzerland, Austria and the United Kingdom.

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
Ozone, Woluwedal 102, 1200 Brussels

