

We are growing. Are you?



Ogone is looking for a **KEY ACCOUNT MANAGER** m/f
for our Brussels HQ

YOUR JOB

Reporting to the Country Manager, your main responsibility is to manage the growth of a Key Account customer and reseller portfolio. You will achieve this by building a strong relationship with the customers while promoting and developing the usage of our Payment Solutions. This will include providing strategic customer solutions and achieving mutual goals. You will be based in our Brussels 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 a key account customer portfolio
- Building and managing a long term partnership with the customers and resellers
- Designing and implementing a strategic key account plan to detect and implement business opportunities
- Assisting customers with setting up accounts and assuring internal communication to the back-office and the technical consultants
- 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:

- Minimum five years of experience in sales, preferably in an electronic payments, ICT or services environment
- Perfectly bilingual (French/Dutch), very good knowledge of spoken and written English
- Bachelor degree or equivalent by experience
- 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? 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 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

