



You are an enthusiastic professional with excellent soft skills looking to prove these whilst working for one of the leading providers for Direct Carrier Billing? Take a leap and experience how a mobile device turns into a progressive payment instrument for online and physical goods, such as e-publishing, video on demand, online gaming, digital music or ticketing. Direct Carrier Billing meanwhile ranks as the top number three payment option at Facebook and is a vital and irreplaceable part of today's mobile payment landscape.

DIMOCO Carrier Billing is a regulated payment institute, holds a payment services act license granted by the Austrian Financial Market Authority and enables over 1.5 billion people to purchase goods and services from content providers through their mobile devices.

Our international team, shaped by 20+ nationalities, offers space to add your personal note, combined with direct responsibility and ownership of your projects. Flexible working hours support your work live balance. You are just the person we are looking for if you want to become a vital part of our young, motivated and entrepreneurial team in a modern environment!

Due to the growing demands of our services we are now recruiting for a

Business Development Manager (f/m)

- Physical Goods -

Your strategic mission:

Our growing company is in need of an experienced and resourceful Business Development Manager to research, develop and implement growth opportunities in the sector of physical goods. We're searching for professionals that have a solid track record of creating long-term value for organizations and are able to successfully identify new market opportunities. First and foremost, we're looking for a leader who understands how to leverage real data and capitalize on business trends and opportunities. We're looking for managers who are customer-obsessed and ready to solve the changing needs of our clients. Candidates should have strong communication skills, as well as the ability to bring in new and creative ideas in a diverse team in an evolving industry landscape. Successful applicants should also be willing to travel.

What you will do in your new role:

- Identify and define strategic/sales opportunities in the area Physical Goods, billed via Direct Carrier Billing
- Designing business strategies and building strategic alliances to develop this new industry segment
- Collaborate with all relevant stakeholders both internally and externally regarding service strategy, market trend, technology and pricing with the intent of driving business expansion
- Defining the need of further development and optimization of Direct Carrier Billing service for according industry
- Preparation of business plans, needs analyzes and market analyzes
- Drive forward the development of leads and prospects, cultivate client relationship, presentation of company services and negotiate contracts
- Responsible for business development planning which entails participating in trade shows, sales meetings and other special events
- Prepare and present business reviews to the senior management team regarding progress and roadblocks to closing new enterprise customers
- Manage negotiations, pre and post sales with customers - from start to finish
- Convert opportunities into commercial success

You're shaped by:

- The successful candidate will have minimum 5 years of meaningful work experience within the e-commerce/payment industry as sales or business development manager
- Ability to build up a strong business network in defined areas
- Passion, energy and drive to develop and grow a future-proof business program globally
- Extraordinary business development track record.
- Excellent presentation, written and verbal communication skills.
- Strong project management capability with attention to detail
- Flexible working attitude, with the ability to juggle priorities and to work in a constantly changing environment, whilst delivering highly professional service
- Written and spoken fluency in English and German
- Strong passion for mobile services – mobile payment, mobile commerce

You will enjoy:

- The chance to be part in the company's ambitious transformation agenda
- Your personality will enrich our motivated, multi-cultural environment
- Growing and forward-looking industry in the field of mobile payments
- Modern office facilities, located in Vienna south
- Comprehensive training in our products and systems
- Great employee events
- Performance driven team spirit and self-motivated working environment – passion and creativity are the drivers in our company
- A competitive remuneration package

For legal reasons we have to indicate the gross annual salary which starts at € 50,000.00 according to our collective agreement. We are ready and willing to offer you far more than the starting figure, depending on your professional experience and qualifications.

Join us and be part of an active team putting together new projects. We look forward to receiving your application documents:
<https://dimoco.eu/contact-form-career/>

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