



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 (w/m) - Payment experts wanted! –**

### **Your mission:**

Our growing business needs an experienced and creative business development manager to identify, develop and transform growth opportunities in the physical goods/mCommerce sector into commercial success. We are looking for experts in this field who have a proven track record and are able to successfully identify new market opportunities. We are looking for managers who are customer-oriented and can adapt quickly to changing customer requirements. Our ideal candidate will have many years of experience in the payment environment, excellent communication skills and the ability to create long-term and future-oriented value for our company through new approaches and creative ideas.

### **Your challenges:**

- Identification and definition of strategic sales opportunities in the area of physical goods/mCommerce, which are settled via Direct Carrier Billing
- Development of own sales strategies, how new customers can be won in the area of physical goods/mCommerce
- Customer acquisition through telephone, e-mail, social networks & industry events
- Driving market development, technology and pricing, with the aim of driving business expansion in the physical goods/mCommerce market segment for direct carrier billing services
- Development of leads and presentation of carrier billing
- Development of the specific added value of carrier billing together with the customers
- Participation in trade fairs, sales meetings and other market-specific events
- Preparation of business plans, demand analyses and market analyses
- Preparation and presentation of business reviews for the management team regarding progress and obstacles in new customer acquisition
- Cooperation with all relevant internal stakeholders

## **Your profile:**

- You have at least 5 years of professional experience in the payment industry/e-commerce sector in sales or business development
- With your communication skills and your confident appearance you have the ability to build a business network quickly
- Sense for changes in the market and new trends
- Excellent communication and negotiation skills and ability to interact successfully with decision makers
- Excellent presentation skills combined with creativity
- Flexible work attitude, with the ability to set priorities to implement and drive highly professional solutions in a constantly changing environment
- Fluency in English and German
- Strong passion for mobile services - Mobile Payment, Mobile Commerce

## **DIMOCO's promise:**

- The opportunity to contribute to the company's ambitious transformation agenda
- Short communication channels, as well as a high degree of independence and a self-reliant field of activity with a wide range of creative possibilities
- You can develop yourself in a growing and forward-looking industry in the mobile payment sector and implement your own ideas independently
- Comprehensive training on our products and systems
- Great employee events
- Performance-oriented team spirit and self-motivated working environment - passion and creativity are the drivers in our company
- Flexible working hours support your work-life balance
- Work location Vienna south or remote-work
- A competitive compensation package

For legal reasons we would like to point out that according to our collective agreement the gross annual salary starts at € 50,000.00. Depending on professional experience and qualifications, we are prepared to pay you far more than the minimum salary.

### **One application – a billion opportunities!**

Wir freuen uns auf Ihre online Bewerbung: <https://dimoco.eu/contact-form-career/>

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