



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

Sales Executive Payments

French Speaking Countries (f/m)

Your mission:

As a talented, high energy French speaking individual you will unlock the growth potential in the French speaking countries.

Our Sales Development team are responsible for generating new business and growing existing accounts in a highly-productive environment. A strong candidate will have a proven track record in sales, excellent communication skills, consistent work ethic and a desire to be a part of a fast-growing and exciting company.

If you are passionate about sales and believe you have what it takes to succeed in a highly productive, fun environment, we want to hear from you today.

Your challenges:

- Successfully liaise, identify and close new deals to achieve identified goals and targets in order to maximize revenue
- Build, maintain and strengthen lasting relationships with clients in the French market
- Continuous prospecting through LinkedIn
- Cold Calls to Strategic Accounts in the French market and converting them into qualified sales opportunities
- Manage negotiations, pre and post sales with customers - from start to finish
- Identify and manage risks and set realistic expectations for the customer; you must have an extremely autonomous and pro-active approach
- Participate in trade shows, sales meetings and other special events
- Provide accurate sales reporting and forecasting
- Convert opportunities into commercial success in order to exceed your quarterly sales targets

We are looking for someone who has/is:

- A passionate seller
- Excellent communication and negotiation skills in French and English and ability to interact successfully with decision makers
- Ability to work under pressure, organize and prioritize responsibilities
- Deep knowledge in the mobile payment field
- A high degree of initiative, a can-do attitude, a goal-driven mindset and the ability to achieve set targets
- Strong passion for mobile services – mobile payment, mobile commerce

DIMOCO's promise:

- The chance to leave your personal mark and develop yourself
- Interesting challenges within a multi-cultural environment
- Growing and forward-looking industry
- Flat hierarchies and open door policy
- We support you: You will receive comprehensive training on our products and systems
- Modern workplace and office environment, located in Vienna south; optional other working locations can be discussed
- Flexible working hours & employee events
- A competitive remuneration package

For legal reasons we have to indicate the gross annual salary which starts at € 40,000 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.

One application – a billion opportunities!

We look forward to receiving your online application: <https://dimoco.eu/contact-form-career/>

DIMOCO Europe GmbH

Cornelia Wallner

Head, Human Resources

Campus 21, Europaring F15/302

A-2345 Brunn/Gebirge

T: 0043-1-33 66 888-0

E: career@dimoco.eu

W: dimoco.eu/carrierbilling