



# Talent wanted.

Established in 2000, DIMOCO Payments is a trusted payment company with a license from the Austrian Financial Market Authority. Our expertise, flexible payment solutions, and trusted network enable merchants to effortlessly accept payments for goods and services worldwide.

In our international team of 20+ nations, you can expect plenty of room for your personal touch and personal responsibility. Flexible working hours and home office options support your work-life balance.

If you see yourself as an important part of a motivated team in a modern environment, then you are right with us!

To strengthen our dynamic and growing team, we are looking for an

## Sales & Business Development Manager (f/m/d)

### Your mission:

You don't feel like standing still? Then DIMOCO is definitely the right place for you!

As an experienced Sales & Business Development Manager you will be at the forefront of identifying and creating new business opportunities for Direct Carrier Billing. Your primary role is to develop and implement strategies to drive growth and increase revenue by managing complex accounts and delivering sophisticated solutions tailored to the specific business needs of each client. Reporting directly to the SVP Sales, you will play a crucial role in expanding DIMOCO's market presence with your dedicated sales efforts, nurturing relationships and securing profitable partnerships and deals.

Sounds exciting? Keep reading! 🙌

### What you'll do:

- Analyze market trends, customer needs, and competitor activities to identify business opportunities in the Direct Carrier Billing sector.
- Generate leads and build a client pipeline through various channels such as phone, email, networking, attending industry events, and leveraging existing contacts.
- Create and implement sales strategies to achieve revenue goals and meet or exceed sales targets.
- Develop compelling proposals and presentations showcasing DIMOCO's product, emphasizing its unique value proposition to win new business opportunities and addressing the specific business cases of clients.
- Collaborate with clients to understand their needs, negotiate terms and conditions, and secure contracts that align with our organizational goals.
- Nurture relationships with clients, partners, suppliers, and industry influencers.

- Collaborate with internal teams such as marketing and product development, to ensure smooth execution of sales and business development initiatives.
- Track sales and business development activities, monitor KPIs, and provide regular reports to the executive team.

### Your profile:

- At least three years of professional experience in sales/business development, preferably in the payment/Fintech industry or a related field.
- Proven track record of exceeding sales targets and driving revenue growth.
- Experience in developing sales strategies.
- Strong negotiation skills and ability to interact successfully with decision makers.
- Excellent communication and presentation skills and confident appearance with the ability to quickly build a business network.
- Ability to build and maintain relationships with key customers, partners, and stakeholders.
- Willingness to travel as needed to meet with customers and attend industry events.
- Fluency in German and English.

### DIMOCO's promise:

- A position with great responsibility which is diverse and exciting.
- Amazing benefits like a day off on your birthday, enabling you to celebrate with your family and friends. 🍰
- Interesting and international working environment in the growing and forward-looking payment industry, characterized by a dynamic and open working atmosphere.
- Team spirit, passion, creativity and flat hierarchies characterize our company.
- Flexible working hours and home office options.
- Modern office in the south of Vienna at Campus 21 in Brunn am Gebirge (with a free shuttle bus to and from Vienna).
- Regular DIMOCO team events.
- Of course, you will receive a competitive remuneration package, which we will be happy to discuss with you personally. For legal reasons we have to indicate the gross annual salary which starts at € 40.000. We are willing to offer you more than the starting figure, depending on your professional experience and qualifications.

Up for a new challenge? Let's get in touch! 📌

We look forward to receiving your online application: [dimoco.com/sales-business-development-manager/](https://dimoco.com/sales-business-development-manager/)

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*Please note we will not accept any candidate profiles sent unrequested and unsolicited by recruiting agencies. We collaborate with preferred providers based on framework agreements and will not pay any fees to recruiting agencies without an agreement. Should we receive a candidate profile from a recruiting agency with which there is no framework agreement, and should the respective candidate be considered or hired, this will not entitle the recruiting agency to claim payment or fees.*