



# Cardify

## Commercial Account Exec.

With the launch of Cardify, our new way of sharing contact information, we are enabling people around the world not only to save time and energy, but also to minimize the burden of paper business cards on the planet.

We are looking for someone to close the deals. It's a simple product, but it's a product that is needed and has a lot of potential. You don't need any technical knowledge, that's what our developers are for. All you need is the flair and appearance of a good salesperson.

Our customers are mainly business professionals who network often. They spend a lot of time processing paper business cards and are open to an innovative solution. Your job will focus on contacting the right people in a company and convincing them that Cardify can be a solution for their team. In other words, a B2B approach.

### What you will do

- Achieve monthly, quarterly, and annual activity and opportunity quotas;
- Use multiple lead generation tools such as LinkedIn Sales Navigator, Crunchbase, and others to find companies that would benefit from Cardify;
- Strategically prospect into CIOs, HR Leaders, & sales end users;
- Run the full sales cycle (~30 days);
- Generate 30 outbound calls & 15 emails daily;
- Follow-up on inbound leads & SDR passes;
- Develop and implement plans to acquire new business in your territory.

### Responsibilities

- Working out the sales process from A to Z;
- Prospection of new clients;
- Analysing the needs of your clients and candidates to find the best match;
- Going to business events to talk to potential buyers;
- Closing deals and maintaining the relationship.

### What does success look like?

- Building long term relationships with clients;
- Getting major companies aboard in different countries;
- Growing personally and professionally.



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## Minimum qualifications

- Bachelors degree or equivalent experience
- Excellent sales skills
- Maturity, assertively, curiosity and commitment
- Loving to network and to meet new people
- Fluency in English and Dutch.

## Preferred qualifications

- Capacity to communicate with different levels;
- Full cycle, closing experience in B2B tech space;
- Ability to thrive in a fast-paced environment and manage multiple clients simultaneously;
- Top performer / exceeding your quota;
- Creatively source companies outside of your CRM;
- Strategically map out and break into accounts;
- Competitive, hungry, and driven sales person;
- Fearless on the phones, and creative in your emails.

## What we offer

Success starts with having the right people. At Cardify, we're looking for talented, goal-oriented people who do well in a flexible but challenging work environment. We constantly encourage you to move up the ladder and use creativity to achieve success - while enjoying a high level of collaboration and the luxury of working in jeans and sneakers.

**In this role you will receive a range of benefits, including a competitive salary, stock options, flexible hours and all the tools, technology and support to help you get the very best out of yourself.**

## Place of employment

**Cardify BVBA** - Kleine Vismarkt 2/2, 9000 GENT (Belgium)

## How to apply?

**Step 1:** Application - fill in the [application form](#) and upload your CV.

**Step 2:** Assessment - we hold a CV screening and review the application.

**Step 3:** Interview - if decide to keep your application, we will contact you to conduct a video interview to discuss your experience in detail.

**Step 4:** Second interview - if desired, we will invite you to hold a second and personal interview.

**Step 5:** Result - we will keep you informed throughout the process. We will contact you within five working days after all interviews to inform you about the result.