

# We are growing. Are you?



Ogone is looking for a **KEY ACCOUNT MANAGER** m/f  
for our German office

## YOUR JOB

Reporting to the Country Manager, your main responsibility is to sell and develop new business to key prospects and resellers. You will prospect and acquire new e-commerce players on the German market and handle incoming sales enquiries while promoting and following the integration of our Payment Solutions. You will be based in the offices of Ogone Germany, Cologne and will be expected to travel where required to client meetings and business events.

After an intensive training period, you will be an expert in Ogone products and services, allowing you to be responsible for:

- Assuring prospection and acquisition of new customers
- Treating inbound sales information requests
- Assuring prospection of indirect sales channels: partners, resellers, etc.
- Building customer loyalty
- Assisting new customers with setting up accounts and assuring internal communication to the back-office and the technical consultants
- Collaborating on commercial projects
- Analyzing competition



## YOUR QUALITIES

For this challenging function, we need a talented individual with excellent negotiation and hunting skills. As candidate you fit following requirements:

- Bachelor Degree or equivalent by experience
- At least 5 years experience in a similar sales function (preference for commercial knowledge and relevant e-payment/e-commerce experience)
- Excellent verbal and written communication skills in German, very good knowledge of spoken and written English. Other European languages are an asset
- Very good relational and communication skills
- Good analytical/intellectual skills, ability to quickly understand and learn complex matters
- Flexible, easily adaptable
- Proactive, someone who takes charge
- Curious, fast learner
- Reliability, sense for responsibility, commitment to results
- Interested in IT, internet and the online business
- A smart, confident individual with a professional manner is essential to this position

## WHY OZONE?

You work with complex products in a host of different sectors at the national and international level. You grow because your job challenges your skills every day. Your colleagues are all totally committed: there's a reason why we are growing all the time. In our open corporate culture you have freedom to achieve your goals and further your career.

Set your sights on becoming Key Account Manager? We welcome your drive. Your responsibilities and experience attract a competitive salary with benefits and training opportunities.

## WHO WE ARE

At Ozone we develop electronic payment solutions for e-commerce and a host of other sectors. We work for small and large companies in more than 45 countries. We have offices in Belgium, the Netherlands, France, Germany, Switzerland, Austria, United Kingdom and India.

## COME AND GROW WITH US

Interested in a career in e-commerce? Don't hesitate, apply now.

Send your motivation letter and CV to Ozone, HR Recruitment: [hr@ogone.com](mailto:hr@ogone.com)  
Ozone, Woluwedal 102, 1200 Brussels

