

# We are growing. Are you?



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

## YOUR JOB

Reporting to the Country Manager, your main responsibility is to manage the growth of our indirect sales channel: acquirers and banks, consulting companies, resellers, web designer and payment methods. You will achieve this by building a strong relationship with the partners while promoting and developing the usage of our Payment Gateway. This will include providing strategic customer solutions and achieving mutual goals. In strong cooperation with the Country Manager you will investigate and assess opportunities to contribute to the best decisions in terms of new partners. You will be based in our Köln office, and will be expected to travel where required for 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:

- Driving the growth of our partner portfolio
- Building and managing a long term partnership with the banks, acquirers, white label solutions and payment methods
- Designing and implementing a strategic account plan to detect and implement business opportunities
- Investigating new opportunities
- Defining and implementing a retention plan for your portfolio



## 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 five years of high level experience in similar sales, preferably in the electronic payments, financial, ICT or services environment
- Excellent verbal and written communication skills in German, very good knowledge of spoken and written English. Other European languages are an asset
- Strong relational, communication and influencing skills
- Excellent analytical/intellectual skills, ability to quickly understand and learn complex matters
- Proactive, someone who takes charge
- Mature
- Reliable, sense of responsibility, commitment to results
- Interested in IT, internet and the online business

## 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

