



We are looking for Senior Business Developer

You have the passion of understanding customer needs ? You love technology? Verbolia is a **Belgian start-up** growing **rapidly**. To prepare our next level, we are looking for a **Senior Business Developer** to handle the strategy of the **customer acquisition**, execute it and, in mid-term, build a sales team.

Come and join us! We offer a stable position where your creativity and your ability to listen to customer needs will help grow the product.

We offer a very competitive salary and no daily traffic jam!



Who are we?

Verbolia raised 1M€ seed funding in 2018. We provide the first **SEO-as-a-Service solution**. Our technology is based on **7 years of R&D** in Artificial Intelligence (mainly Natural Language Processing). We are already attracting **millions of SEO visits** on our partners websites, in Belgium and abroad. Based in Enghien, we have a very **dynamic team**, and are expanding to **international markets** (starting with The Netherlands, United-Kingdom & France).



The role

- Build the sales strategy together with the management team
- Analyze the markets and segment the customers
- Contact prospects & build trust for long-term relationship
- Analyze, listen and identify customer needs



- Prepare quotes together with the technical team
- Be visible in the marketing field: attend conferences, meetings, and industry events
- Constantly challenge the product team to match the market needs
- Build strong partnerships



What we're looking for

- More than 5 years experience (selling SaaS solutions is an asset)
- Passion about technical & innovative solutions
- Outstanding hands-on sales abilities
- Team player
- Willingness to continuously learn
- Ready to develop international markets (including traveling)
- Fluent in English, Dutch or French.



What we offer

- Highly competitive fixed package
- Performance based commissions
- Opportunity to develop a disruptive international business
- Very flexible work environment
- Work outside of Brussels: no traffic jam and plenty of parking space
- Casual startup atmosphere

This is a unique opportunity to break new ground in an innovative startup, growing fast & gaining recognition. Come and join us now!



Contact us

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