

Merchant Services:

New Business Developer E-Commerce

About Worldline

Worldline, an Atos subsidiary, is the European leader and a global player in the payments and transactional services industry. Worldline delivers new generation services, enabling its customers to offer smooth and innovative solutions to the end consumer. Key actor for B2B2C industries, with 40 years of experience, Worldline is ideally positioned to support and contribute to the success of all businesses and administrative services in a perpetually evolving market. Worldline offers a unique and flexible business model built around a global and growing portfolio, thus enabling end-to-end support. Worldline activities are organized around three axes: Merchant Services, Mobility and e-Transactional Services, Financial Processing Services. In 2012, Worldline's activities within the Atos Group generated (pro forma) revenues of 1.1 billion euros. The company employs more than 7,100 people worldwide.

For more information, please visit: worldline.com

Mission

As Business Developer, you will be responsible for achieving sales results in the e-commerce. E-commerce is a very dynamic business with strong growth rates. You will represent the entire range of Worldline products and services to new customers in the e-commerce sector globally. You will be responsible for identification of new clients and closing new deals.

Responsibilities

1. New Business Development for big international Merchants and Payment service providers:
 - You identify potential prospects in collaboration with Product Management
 - You contact those prospects to present Worldline as business partner

- You are responsible for the commercial negotiation to switch to Worldline
 - Work with team to develop proposals that speaks to the client's need, concerns and objectives.
 - Handle objections and work through differences to a positive conclusion and closing of new deals.
2. Sales Planning
- You set targets for sales and provide support to the client that will continually improve the client relationship.
 - You develop the pipeline of new business for Worldline
 - You identify opportunities for campaigns, services and distribution channels that will lead to an increase in sales
3. Reporting
- You submit weekly progress reports and ensure data is accurate
 - You prepare and present the sales forecast and ensure you meet the figures

Profile

- Proven experience in a business development role
- Experience in international sales
- Fluent in English, any other language is an asset
- Knowledge of e-commerce business
- Used to sales management tools and practices
- Strong persuasion and closing skills
- Master degree
- Self-motivated, pro-active, results-oriented professional
- Capable to prioritize and keep business focus
- Able to work in a matrix environment and connect with various stakeholders
- Precise, organized personality with attention on detailed execution



Application

To apply for this position kindly send your CV to [Nathnet Meless – HR Generalist](#) or [Harry Boyd - Head of Sales](#).