

Demand Generator

Europe based

Worldline is the European leader in the payments and transactional services industry. We deliver new-generation services, enabling our customers to offer smooth and innovative solutions to the end consumer.

Key actor for B2B2C industries, with nearly 45 years of experience, Worldline supports and contributes to the success of all businesses and administrative services in a perpetually evolving market.

Worldline employs more than 9,100 people worldwide, with estimated pro forma revenue of more than € 1.5 billion on a yearly basis.

Worldline Sweden (formerly Digital River World Payment) joined the Worldline and Atos group in 2017, bringing new go-to-market strategies for our eCommerce Payment Gateway. Now is the time to come onboard and play a pivotal role in designing and executing these strategies.

About the role:

Worldline Sweden is looking for an experienced Demand / Lead Generator to leverage the internal and external potential through outbound sales programs including outbound calling, lead nurturing, field events, internal network building and all other activities that lead to opening Tier 1 sales opportunities.

You will be working to steep activity and delivery targets with the ultimate goal of delivering more revenue to our business. We are looking for an excellent communicator with extensive proactive relationship building skills who thrives in a target driven environment. You will join a well established, highly motivated supportive and successful team who are experts in their field.

Are you a passionate professional committed to helping companies get deals done with the right approach, faster, with higher margins and lower risk? Apply now and join our team.

Responsibilities

- Meet defined goals and metrics for your demand generation programs
- Track, measure, and report your own results, and contribute to improving overall Demand Generation effectiveness over time
- Find and deliver sales opportunities against set targets (Revenue and Count)

Essential Background Requirements

- A track record of success in demand generation and exceeding lead generation targets
- Has in-depth experience working on outbound selling and opening sales opportunities
- Has a proven sales background in a B2B market having at least 6 years of experience
- Ability to network and use this to provide the best sales results



Desirable Background Requirements

- Has an established network of contacts within the local and global Atos and Worldline network OR
- Has an established network of contacts within the eCommerce market
- Have an in –depth understanding of the diverse and complex ecommerce market
- Experience in international assignments & payments
- Business fluent in the English language
- Basic knowledge of another relevant language

Traits

- Passionate about B2B demand generation
- Bordering on obsessive when it comes to generating results
- Comfortable with a high level of day-to-day tasks and reporting
- Self-motivated

Skills

- Facilitates discussions and brainstorming events with clients to help formalize sales opportunities
- Understands quickly the client organization, processes and how decisions are made (formally and informally)
- Anticipates how external/internal changes may impact the customer organization or sale/delivery.
- Actively builds relationships with decision makers.
- Maintains drive and focus in the face of setbacks and persists to get results.
- Excellent Communication Skills (ability to present and converse with all organizational levels)
- Leadership
- Commercial Drive
- Influencing Skills
- Collaborating for Success
- Target and Objective Driven

Why Worldline?

We operate in a flexible, quickly changing environment, with demanding and compelling technology challenges, which make our daily work complex, difficult and very interesting. We are a global business and a truly international team, with 27 languages being spoken in the office (not including Jämtska, I33t, and Java).

We're convinced that in order to be very good at something, you need to really enjoy doing it. We aim to create an inspiring workplace and believe that a great atmosphere plays an important role in bringing out the very best in every individual!

We offer a competitive compensation and benefits package, including enrollment in our shared success bonus plan, a generous pension scheme, private medical insurance, supplemental health insurance cover, and annual fitness contribution. In many roles we can offer flexibility in working hours and location, taking advantage of our global footprint.



Application

To apply for this position kindly send your CV to [Nathnet Meless – HR Generalist](#) or [Jose Bakker – Demand Generation](#) .