

# Pre-sales Engineer

Are you looking to combine an interest in sales with your technical knowledge? You have a technical background or are a tech enthusiast, you have good analytical, communication and problem-solving skills. Join Digitéal and take on an active role in a European e-invoicing and e-payment revolution !

## Our Mission

By developing invoice presentment, payment and Open Banking solutions in partnership with integrators, invoicing & accounting software companies, Digitéal helps its customers to get paid faster, more regularly and at a lower cost. In other words, Digitéal is helping companies to use the "2024" best practices (by reducing the ecological & economical waste of paper bills for instance) to finally improve the user experience of consumers.

## Our Company

Created in 2015 by the payment expert Cédric Nève, Digitéal is a dynamic and innovative Payment Institution authorized by the National Bank of Belgium and active within the SEPA (Single Euro Payments Area) zone. Digitéal is a member of the Norwegian group Aera Payment & Identification AS.

It is compliant with rigorous regulations of the financial sector, yet you will be surprised, among other things, by our self-management type of organization. At the heart of all our activities are trust and transparency towards our employees, customers and investors.

Our clients are public and private companies, usually sending mass payment requests (online payments, invoices, requests to pay, etc) such as E-commerces, Utility companies, Hospitals, Municipalities, Marketplaces, etc. Some references that you may know: Mozzeno, Elindus, DATS 24, Rombouts, Van Zon, Symeta Hybrid, in BW, etc

## Your role within Digiteal

Accompanying the business developers to meet clients (online or in person) in order to assess their technical needs and see which Digiteal products best fit their requirements.

The client representatives might be from different business departments (Finance, IT, Product...). You must have both a business understanding of the clients' needs and a technical understanding of our services and APIs. This will allow you to make the link and explain how our services can be used in order to answer the needs of the clients.

As a Presales Engineer you will :

- Present our product and services in a comprehensible way to our customers; You will need to explain the sometimes complicated workflows in simple terms, so that they can be understood by the client.
- Prepare and deliver compelling presentations, demo's and proof-of-concepts (PoCs) to showcase the value and functionality of our solutions;
- Use your technical understanding of our services and APIs to provide ongoing technical support and guidance throughout the sales cycle.
- Take care of some implementations and help the client's IT team to perform the integration, online or in person.
- Collaborate closely with our business developers and partners to drive business growth and exceed sales targets.
- Participate in sales meetings, training sessions and industry events to share knowledge and best practices. Travels might be required.
- Stay up-to-date with the latest trends, technologies and industry developments related to payment solutions;
- Continuously enhance your technical knowledge with our training offer and understand how it fits within the broader competitive landscape;

## Your profile

You have a Software developer background or you worked as an IT business analyst for at least 5 years. An experience as a technical integrator would be a plus as well.

You are familiar with the European payment and/or invoicing landscape and want to get involved in a business project strongly focused on collective intelligence and self-management.

You are able to be autonomous while being a teamplayer.

## ■ Sales aspect

You are an excellent listener and have good communication skills (both written and spoken). The ability to present products and services and easily explain them to customers is an essential skill. You have some professional experience (preferably in different companies) as a business analyst for example.

## ■ Technical aspect

You can read, understand and relay a product description, including the technical documentation. You should also be able to explain the sometimes complicated workflows in simple terms, so that they can be understood by the client. For this role, some experience as a technical integrator would be a plus.

You understand the concepts and have hands-on experience using them, in order to help the client's IT team to perform the integration.

## ■ Technical prerequisites

- ▶ HTTP
- ▶ JSON
- ▶ REST (for the APIs)
- ▶ also preferably SQL and BI to review the statistics and access the logs.

The developed products/services being aimed at the European market, occasional travels may be required. However, the main activities and contacts will be done in Belgium (Flanders, Wallonia & Brussels) or remotely (phone, email, video conferencing) mostly in Dutch, French and English.

## ■ You master the following skills:

- ▶ Active listening
- ▶ Negotiation
- ▶ Problem-solving
- ▶ Strategic thinking

**You are fluent in Dutch and can express yourself easily in French. Proficiency in English** is a must as all technical documentation is in English. .

Any other language is welcomed (DE, ES, IT, ...)

## Why Digitéal?

You have the opportunity to participate in **an innovative European business project**.

You will have an attractive salary package in line with your knowledge and experience including a car, health insurance, group insurance, training package, etc.

You will enjoy a fulfilling work in a dynamic company respectful of the human person (teal management believer).

You can benefit from an environment that promotes learning and discovery.

You have the possibility to work in a hybrid environment (1 to 2 days/week in the office)

You're the one?! Let know us why: [work@digitéal.eu](mailto:work@digitéal.eu)

## Practical information

Company HQ location : Walloon Brabant

Remote work is possible

Status : employee

<https://linktr.ee/digitéal>

