

**Job Title:** International Business Development Manager – Energy Vertical

**Location:** Brussels, Belgium (Remote/Hybrid available)

**Company:** Worldline

**About Us:** Worldline is transforming payments and trusted transactions globally. Our cutting-edge technology and local expertise empower businesses worldwide to achieve their ambitions swiftly and securely.

**Position Overview:** We seek an International Business Development Manager to expand our Petrol & Energy sector. Join our expert sales team to lead multi-million euro projects across Europe.

**Responsibilities:**

- You'll immediately immerse yourself in major ongoing projects.
- Building on Worldline's strong position in the Petrol & Energy sector by identifying prospective clients and understanding their specific needs.
- Manage the entire sales process from lead generation to deal closure with support from our teams.
- Present our solutions at meetings, events and conferences; regular travel required.
- Collaborate with internal teams to ensure client satisfaction.

**Skills & Competencies Required:**

- Excellent interpersonal skills; build rapport effortlessly.
- Comfortable engaging in technical discussions and understanding details when necessary.
- Independent, result-oriented, self-motivated and proactive.
- Thriving in a complex environment and ability to coordinate multiple stakeholders.
- 5+ years experience in payments or Petrol & Energy sectors preferred.
- Master's degree in Business, Economics, Engineering, Communication, or a related field.
- Strong proficiency in English is required, another European language is a plus.

**Who Should Apply?**

This role is ideal for sales-driven professionals who excel in cross-functional and technical discussions, and possess strong interpersonal skills that foster collaboration and effective communication.

**Why Join this team?**

- Vibrant and supportive work culture.
- Access to a cold-calling team that supports us with the heavy lifting

- Productivity and enjoyment go hand-in-hand during business travel (1-2 trips per month of 1-2 days each).
- Strategic team with executive backing.
- A strong and expansive solution suite that fulfils many customers' needs.
- Competitive compensation and tailored career development in a dynamic organisation.

This role presents an ideal opportunity for someone seeking new challenges that will allow them to make a significant, positive impact within the company while learning and adapting to our fast-paced environment.

As we plan future expansions, join us on our journey to revolutionize electronic payments in the Petrol & Energy industry. You'll not only contribute significantly to Worldline's success but also accelerate your personal growth and career path.

**Call to Action:**

We're looking for a driven and innovative professional ready to join our dynamic team and make a difference in the world of payments. If you're eager to take on new challenges in a thriving international environment, apply now to become part of Worldline's exciting journey. We look forward to discovering how your talents can help us shape the future of the Petrol & Energy industry.

**Notes:** Only shortlisted candidates will be contacted.