

Position: Business Developer – Suisse Romande

Location: Lausanne, Switzerland//Remote

About the Company:

We are a dynamic and growing company offering effective solutions in debt collection, invoicing, and credit assessment.

Key Responsibilities:

- Actively prospect and develop new B2B clients, primarily in the regions of Broye Vaudoise, Fribourg, Neuchâtel, Jura, Biel, and Bern.
- Participate in professional events to promote the company's services.
- Build and strengthen the company's brand image.
- Retain and expand relationships with existing clients.
- Optimize sales processes and contribute to the development of the commercial strategy.

Travel Requirements:

- Regular travel within French-speaking and German-speaking Switzerland is required.
- Remote for the rest OR on site Lausanne (depending where the person is located)

Ideal Candidate Profile:

- Educational background in financial services.
- Minimum of five years of successful experience in a similar role; **experience in debt collection or invoicing software is a plus.**
- Native French or German speaker (ideally Swiss German), with excellent proficiency in the other language; minimum B2 level in English.
- Residing in or originating from the assigned region, or possessing an established network there.
- Proficient in IT tools.
- Passionate about sales and customer service.
- Sociable with the ability to build relationships easily.
- Dynamic, results-oriented, and motivated by numerical targets and challenges.
- Autonomous with a strong team spirit.

Working Conditions:

- Full-time position with the possibility of part-time or flexible hours.
- Competitive salary based on profile.
- Opportunities for remote work.
- Five weeks of vacation.
- Supportive management open to new ideas and changes.
- Young, dynamic, and stimulating work environment.
- Pleasant and positive workplace atmosphere.

Understanding the Role

The Business Developer is pivotal in expanding the company's B2B client base, particularly in the assigned regions. This role involves:

- Identifying and pursuing new business opportunities.
- Engaging in active sales and marketing efforts.
- Maintaining and deepening relationships with existing clients.
- Contributing to strategic planning and process optimization.

Success in this position requires a blend of sales acumen, regional market knowledge, language proficiency, and a proactive, results-driven mindset.