



## WE'RE HIRING

Clementine solutions help our customers to deal with data like others will do in 2025. We're looking for a new awesome business developer who wants to stay ahead with us.

Are we looking for you?

Join us now!

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### Internationally oriented Business Developer for fast-growing tech company

Clementine is a fast growing tech company in the hearing aid industry. People suffering from hearing loss on average wait for 7 years before visiting a professional for a hearing solution, leading to 80% of people suffering from hearing loss without having a hearing solution. Clementine provides innovative hearing checks to leading companies in the hearing aid industry in order to help people with awareness on hearing loss and to have them visiting a professional sooner. Clementine is working towards becoming the global market leader in digitally bridging the gap in between consumers (suffering from hearing loss) and hearing professionals.

For the roll-out of highly innovative and disrupting software features, Clementine is looking for a part-time Business Developer to help us grow even faster and scale up both in present countries and new countries.

Would you like to be part of a fast-moving international team, in which every individual is important for the team's success, and grow with us?

If this role of **Business Developer** sounds like your dream job, then don't hesitate, and apply today.

## **Job Profile for Business Developer**

Responsibilities will include but not be limited to:

- International sales
- Maintain in-depth product knowledge, application requirements, competitive landscape and market dynamics
- Develop new business while maintaining and increasing existing business
- Develop and deliver presentations and proposals to achieve desired results
- Be responsible for sales and sales forecast / planning in specific territories
- Full administration related to the job. eg sampling to quotations and the pro-active management of the account's receivables
- Work closely together with founders and commercial team
- This position might require traveling in and around Europe up to approx. 20% of the time

## **Candidate Profile for Key Account Manager**

- Must be fluent in English, both written and spoken. Fluency of Dutch is a huge plus
- Background in audiology or the hearing aid industry is a huge plus, but not mandatory
- 5 years of commercial experience is strongly required
- Strong oral, written and technical communication skills are a must
- Be able to establish a good relationship with customers and with colleagues
- A true self-starter and opportunity seeker
- Team player
- Preferably living in the BeNeLux
- High flexibility and goal getter (with the ability to work from home)
- 3-4 days per week available
- Having a network of hearing aid dispensers / audiologists is a huge plus
- Naturally calm and patient with an energetic nature
- Ability to discuss products and developments with clients
- Proficient computer skills in MS Office
- CRM experience is a plus
- Be able to manage multiple accounts
- Ability to sell on value instead of price alone
- Accept responsibility and be accountable for achieving sales targets
- Have high energy and passion towards achieving sales objectives through solving customers' needs
- Great interpersonal skills are required to work efficiently and effectively with co-workers and outside customers
- Ability to cultivate sustained relationships with key employees or targeted customers at all appropriate levels
- Be able to use reason and logic to identify strengths and weaknesses or alternative solutions, conclusions, or approaches to problems
- Great attention to details and able to gather comprehensive information on customer needs and competition
- Capable of preserving confidential or sensitive information
- Capacity to present, persuade, negotiate, and close business

## **What you get**

- Work in an innovative startup
- Work on the frontline of innovation in the hearing industry
- Competitive salary
- Optional lease-car

- Optional training / self-development
- Flexible job

**How to apply?**

If you have any questions regarding this vacancy, please contact Vince van de Weijer via [jobs@askclementine.com](mailto:jobs@askclementine.com).

Apply for this vacancy by sending your resume and motivational letter to [info@askclementine.com](mailto:info@askclementine.com) before 24-12-2019.