BUSINESS DEVELOPER

REAL ESTATE # RETAIL # ANALYTICS

WHO IS DiGEiZ ?

DiGEiZ brings Analytics to retailers and shopping centres, to let them enhance their customers' experience. DiGEiZ's comprehensive solution includes stateof-the art sensors, real-time 3-D Deep Learning algorithms and Business Intelligence dashboards.

TEAM

We are <10 and growing, sales, deep learners and developers. We love our customers, tomorrow Retail' challenges, high performance programming, Computer Vision, Deep Learning and intuitive dashboards. If you live for building an international leader, come and meet us!

Type: fulltime (CDI)

Start: ASAP

Location: Paris, France

Salary: highly motivating

YOUR MISSION

Our solution has been well-tested at various customers : it is great, simple and accurate. The next step is to make sure every potential customers get it. Your mission is to transform your prospect list into a very satisfied customer list. You will represent DiGEiZ at your prospects and customers. Become a trusted partner, get close to your customers, drive satisfaction & revenue and overachieve your targets.

YOUR RESPONSIBILITIES

- Map your customer accounts, anticipate their needs and identify opportunities
- Become a trusted resource and develop high-level relationships with prospects
- Pitch our vision and what we can do for our customers; build projects with new customers
- Update (weekly) prospect interactions and pipeline in the CRM
- Constantly overachieve your goal
- Report directly to the CEO

QUALIFICATION

- You are customer minded
- You are familiar with real estate or retail (2 years experience minimum)
- You are a source of solutions and will never stop pushing
- You are a team-player willing to build a leader company together
- You are reliable, you get things done and you are nice
- You are ambitious and can deal with C-level customers
- You have strong communication and presentation skills You graduated from a top tier engineering/business school or university

DiGEiZ

LET'S MEET: DROP AN EMAIL AT JOINUS@DIGEIZ.COM