

## Business Development Representative

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Company: See Tickets

Location: Netanya

Category: other-general

Are you looking for a chance to launch your career and refine your commercial skills? If you're as enthusiastic about events as we are and possess the basics of sales, look no further – we're looking for a Business Development Representative! Join the adventure!

We're See Tickets, the European leader in ticketing! With a healthy dose of enthusiasm and experience, we, with 450 colleagues working from 9 different countries, strive towards a mission. The mission is to create the ultimate fan experience for our customers, whether they are fans of sports, music, theatre, culture or entertainment!

As one of the world's largest ticketing companies, we serve over a thousand clients, from festivals to performance venues, sporting events and monuments, including Tomorrowland, Dour, Paradise City, Rampage, Reverze, Strong Viking and Museumnacht Brussel. Our state-of-the-art ticketing solution makes millions of fans across the globe excited to purchase their tickets for their favourite events.

### Business Development

Our Business Development team consists of 12 colleagues across our offices in both Antwerp and Amsterdam. Their primary mission? Attracting new clients! They are always looking for new opportunities and navigate adeptly through various markets. The ultimate goal? Growing our client base by presenting the added value of our innovative ticketing system.

As a Business Development Representative, you'll be the pioneer in making connections with potential customers, laying the foundation for lasting relationships. Dive into the dynamic world of sales where personal growth meets the vibrant pulse of the event industry and cultural sector. Intrigued? This could be your next big move! Join us in the bustling heart of Antwerp, reporting directly to the Country Manager Belgium.

### **What are you going to do?**

Initiating the first contact with potential customers across diverse (social media) platforms and through cold calling techniques.

Showcasing our cutting-edge platform to prospects with flair.

Navigating Zoho, our CRM system, like a pro to manage those leads effectively.

Probing into customer needs and offering expert advice on our game-changing products.

Collaborating with Business Development Managers on promising prospects.

Building enduring relationships with our leads and customers for the long haul.

Strategically planning meetings between potential clients and Business Development Managers, contributing to impactful sales plans.

You have a Bachelor's-level mindset.

Based in or near Antwerp, or a pro at breezy commuting.

Experience within a sales role is a plus.

Your bilingual in both Dutch and English, spoken and written, is nothing short of outstanding; a touch of French is a big bonus.

Armed with stellar organisational skills and a knack for creative problem-solving.

Hands-on and commercially savvy, you're ready to make things happen.

Your heart beats for the (live) entertainment sector.

And, of course, you're not just good – you're a top-tier ping-pong player!

### **This is what we offer**

Competitive salary tailored to your experience, coupled with enticing additional benefits.

Join a committed, adaptable, and open team within a thriving international organisation.

Take charge with a laptop and mobile phone of your preference, ensuring your utmost comfort at work.

Enjoy the essentials: travel allowance, meal vouchers, and eco-cheques.

Take advantage of 20 vacation days and 12 ADV days, striking the perfect work-life balance.

Explore excellent career opportunities, supported by training and coaching sessions.

Benefit from group insurance and hospitalisation coverage.

Work from our vibrant office in the heart of Antwerp.

Engage in monthly internal events and revel in a grand company party at least twice a year.

Seize the chance to attend and immerse yourself in various events.

See you soon! Curious about our culture? Take a peek at our [page](#).

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