

## Internship

### Business Development Representative

We are an ambitious European scale-up offering an Intelligent Automation solution that helps businesses to provide better customer experiences and reduce workloads. We automate everyday cognitive tasks with the use of the latest artificial intelligence and machine learning techniques.

Join Contract.fit in a Business Development Representative (BDR) to proactively prospect new accounts and bring new business opportunities. You will have a huge impact on Contract.fit's global growth!

#### What will you do?

- Understand our product and customer needs to ensure we are a good match for them.
- Research and elaborate lists for untapped markets and ideal customer profiles (ICP).
- Make phone calls and send emails to prospective outbound clients, building up connections via networking, social selling and phone conversations.
- Qualify prospects & set up meetings for the account executives.
- Strategize on which companies to target and collaborate with marketing to ensure alignment on the message and content.
- Work towards your individual and team's sales targets.

#### Who are you?

- Excellent written & verbal business English + at least one other language (NL/FR/DE).
- Ideally, two years of experience in a software / technology company.
- A proactive, results oriented personality, comfortable working with customers.
- Excellent time-management and prioritizing abilities.
- Insatiable desire to grow yourself, your team and the company.
- Ability to be a self-starter in a fast-paced environment.
- Ambition to build a career in sales.
- Tons of energy.

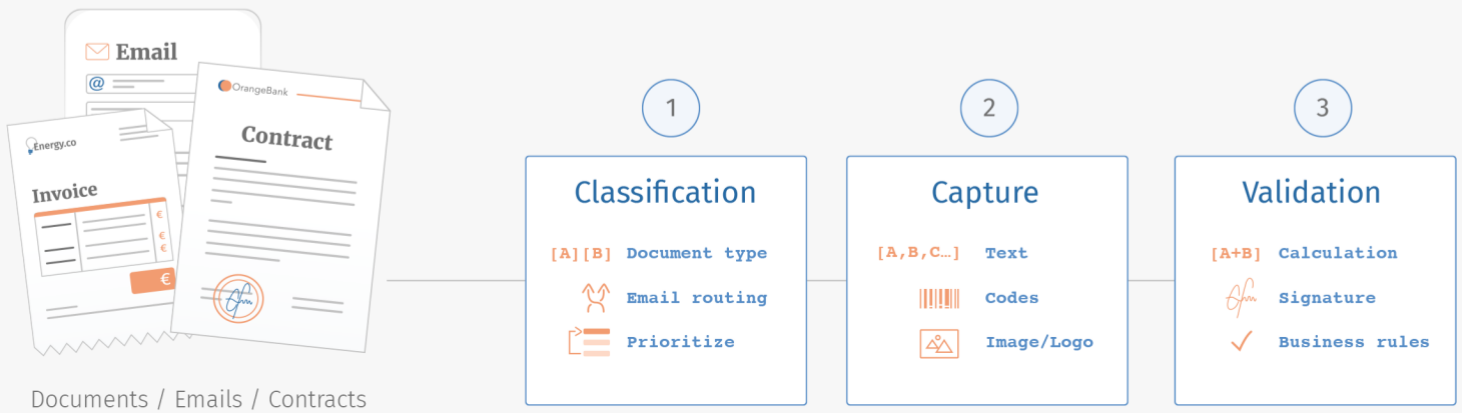
#### What do we offer you?

- A unique opportunity to work in a promising and fast-growing scale up.
- Be part of a high-performing team working on cutting edge technology that is transforming the world.
- A great multicultural team and learning environment.
- Team building activities, after work drinks, etc.

# Intelligent Automation

Contract.fit helps companies to improve the customer experience and reduce costs by turning documents and emails into actionable data that can be extracted, classified and validated.

## The Intelligent Automation Solution



### Business Challenges

- Time wasted on manual data entry
- Inefficient processing of documents or emails
- Puzzling customer onboarding processes

### Business Benefits

- Time and money saved thanks to automation
- Focus on value adding, important tasks
- Deliver great customer experience



*"We now save 40% of our time processing a single invoice and we handle 3,5 Million per year."  
"Our conversion rate for onboarding clients went up with double digits!"*



### Complete solution

More than an API connection, covering the entire workflow.



### Fast time to set-up

Up and running in a few weeks.



### Self-learning

Our product trains itself to become better & faster.