

Account Executive

We are an ambitious European scale-up that offers an Intelligent Automation solution, helping 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.

We are looking for a highly motivated, top performing Account Executive, with a keen interest in disruptive technologies to proactively prospect new accounts and close business opportunities. You will have a huge impact on contract.fit's global growth!

What will you do?

- Work closely with current and prospective customers as a trusted advisor who deeply understands their unique challenges and goals
- Prospect and qualify new strategic accounts for pipeline generation
- Make phone calls, send emails and develop business relationships to facilitate deal closure
- Manage the entire sales process to achieve key revenue targets, with a strong emphasis on new business sales and working in partnership with the business development and marketing teams
- Contribute towards your individual and team's sales targets

Who are you?

- Excellent written & verbal business English + at least one other language (NL/FR/DE)
- Two years of quota-carrying sales experience in a software / technology company
- A proactive, results oriented personality, comfortable working with customers
- Excellent time-management and prioritizing abilities
- Trust and credibility, to build strong relationships with partners and clients
- Ability to be a self-starter in a fast-paced environment
- Tons of energy

What do we offer you?

- Unique business challenges with many opportunities to learn and improve skills
- Attractive salary and bonus schemes, and stock options
- Biking mileage reimbursement, or public transport subscription
- Quarterly offsites, frequent after work drinks, and learning and development initiatives
- Generous vacation time in addition to public holidays
- Hospitalization insurance, disability coverage, life insurance, and extra pension contribution
- Mobile phone plan and eco-cheques

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



Documents / Emails / Contracts



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.