

# Business Development Executive

**Location** – UK & Netherlands

**Remuneration** – Salary and stock options commensurate with experience

Contexta360 is a double-digit growth company based in Amsterdam with offices in key European centres. We are a team of highly skilled software developers, computer scientists, product and marketing specialists with a passion for artificial intelligence, speech-to-text and natural language understanding.

Contexta360 build speech and chat analytics solutions to help enterprise contact centres transform service, performance, revenue, compliance and Customer Experience. Our AI-driven speech intelligence platform is designed for organisations seeking to know and serve their customers better.

## What we offer:

- The opportunity to work in a team of passionate, diverse and highly driven software developers, sales and product marketing professionals. We work hard and live for what we do; disrupting the world of speech and chat analytics.
- A tech scale-up experience with a flat hierarchy and blue-chip customers
- Our Headquarters are modern, open and are in a great location
- Remuneration package is highly attractive

## Overview:

Contexta360 specialises in speech and chat analytics and the wider conversational intelligence markets and has an exciting opportunity for two dynamic and experienced business development executives to join our team. This highly strategic role will report directly to the CEO and the candidate is ideally suited for an individual looking to move into a leadership role.

Ideally with a strong sales and marketing background and track record in a SaaS or software B2B company within the call centre market, or business transformation / automation technology sectors. The individual will have a proven track record in building a focused data strategy of target accounts and form communication strategies to get Contexta360 on the radar and agenda.

Hands-on experience, player manager skills and a self motivated attitude are essential in Contexta360's thriving and supportive workplace.

Heading up the BD Strategy, this individual will be responsible for:

Selecting the target segments of market focus

Direct outreach via email, social media channels and events

Building out a data strategy, building out intelligence on key decision makers

Mapping the current technology in place and the business challenges within the target accounts

Tracking key metrics of performance in CRM

## Qualifications:

- Experience is critical – The candidate must have:
- A proven track record of business development or sales development
- Experience within the CRM, CX, Call Centre, Automation or analytics and business transformation sectors.
- A software B2B background
- Excellent communication skills
- Excellent networking skills

Please apply to: [Andrew.white@contexta360.com](mailto:Andrew.white@contexta360.com) with your CV and contact information