



## Apibase – Business Consultant Enterprise

### What are we looking for?

APICBASE is a dynamic scale up in full expansion. Our software revolutionizes food & beverage management worldwide, boasting an impressive portfolio of top clients and restaurants globally. Thanks to our customer-centric approach and our drive to excel, we have become an indispensable part of the tech stack in the hospitality world. We are looking for a driven and experienced Business Consultant Enterprise to continue this growth.

#### Your role :

- Identifying and approaching potential enterprise clients.
- Acting as a strategic partner to clients by mapping their current processes and matching them with Apibase's capabilities.
- Analyzing the operational workflows to identify inefficiencies and uncover opportunities for digital optimization.
- Building and maintaining strong relationships with existing clients.
- Understanding the specific needs and challenges of clients and offering appropriate solutions.
- Conducting negotiations and closing sales deals.
- Analyzing market trends and identifying new business opportunities.
- Reporting sales performance and forecasts to management.
- Representing Apibase at conferences and events.

### Your profile

- Minimum of 5 years of experience in B2B sales within the technology or software sector.
- Experience in selling to enterprise clients is a must.
- Strong networking skills and the ability to build lasting client relationships.
- Excellent negotiation and communication skills.
- Thrives in consultative sales conversations and asks the right questions to uncover real client needs.
- Fluent in English, both written and spoken. Another language is a significant plus.
- Self-motivated, proactive, and able to work independently.
- Enjoys working with long sales cycles and can manage deals from first contact to closing.
- Willingness to travel as needed

### What can you expect?

- A flexible, full-time job
- A highly varied and exciting role in a successful, growing scale-up
- The opportunity to take on responsibility and grow
- The opportunity to work on your personal development
- A cool and cohesive team that is building the future of APICBASE together
- An open insight into the world of startups/scale-ups
- A competitive salary - OTE 150-180/Year
- Laptop & phone