

BUSINESS DEVELOPMENT PROFESSIONAL CZECH REPUBLIC & SLOVAKIA

KEY FACTS AND SETTING

Company: Total Specific Solutions
Industry: Industry-specific B2B Software (Vertical Market Software)
Function: Business Development Specialist
Level: Junior (0 - 3 years' experience in business development or high ticket B2B sales)
Starting date: Immediate
Location: Utrecht, the Netherlands

Corporate M&A team looking for an ambitious professional to further accelerate acquisitive growth in Czech Republic, Slovakia and other CEE countries

About Total Specific Solutions

Total Specific Solution (TSS), founded in 2007, is an autonomously run operating group of Topicus.com. Topicus.com originated out of the merger between TSS and Topicus in 2021. Topicus.com is based in the Netherlands and is listed on the Toronto Stock Exchange in Canada. The majority of our growth comes from acquiring vertical market software companies in Europe. Topicus.com generates more than EUR 400 million in revenues and has a current market value of approximately EUR 4,9 billion (TSX: TOI).

Within Topicus.com, TSS is the holding entity of a group of 90+ business units (BU's) active in the field of vertical market software (B2B, industry-specific software companies). Our BU's operate as decentralized operating entities, each focusing on a specific niche market with a specific product offering. M&A is a strategic priority for TSS. TSS, as investment holding entity, is responsible for governance oversight and execution of the acquisition strategy. In the past years, our team has closed over sixty (international) acquisitions resulting in presence in 10 European countries.

We are looking for a Business Development Specialist

To broaden our company portfolio, we are looking for a Business Development Specialist to identify prospects in the Czech Republic, Slovakia and potentially other CEE countries. The Business Development Specialist represents the front-end of the acquisition process: mapping and analyzing the Czech and Slovakian vertical software market, extending the pipeline of qualified M&A leads and getting in contact with prospects. Activities will include both initiating contact (via email, phone or otherwise) with potential targets as well as supporting target account management in order to ensure the market is sufficiently covered.

The Business Development Specialist is supportive of broader M&A team based in Utrecht, Netherlands. The person will be based in the Netherlands initially, but there would be (if required) opportunities to migrate into the native region in the future to the extent desired by the candidate.

The ideal candidate is representative and has excellent English, Czech and Slovakian communication skills and is comfortable conversing with experienced entrepreneurs and target company managing directors. We seek someone who is entrepreneurial and proactive in their mindset, yet structured and methodological in their approach.

Candidate profile:

- Self-starting, proactive personality who can work independently and remotely from the team
- Structured and methodological in their approach
- Experience with software/ and or technology enabled businesses
- Ability to work on targets, no 9 to 5 mentality
- Able to write flawless English language and Czech e-mails, have good telephone skills
- Preferably has besides English and Czech, also Slovakian business language proficiency
- Eagerness to learn
- Commercial skills and sales affinity, ability to establish contact with senior executives at target companies who are unfamiliar with TSS
- Knowledge of (key) financials
- Experience with (online) research and CRM systems (e.g. Salesforce)

Job description:

- Initiate outbound prospecting calls, email and social media communication to identify and connect with new target companies in the Czech Republic, Slovakia and other CEE countries
- Visit trade shows and industry events in order to initiate contacts with prospective targets
- Use Marketing and CRM data to build and maintain existing relationships with key stakeholders / decision makers
- Follow up on outbound and inbound prospect activities in a timely manner
- Conduct first line interactions with company (primarily by telephone and face to face in the future), in order to qualify potential targets
- Document meetings/ interactions in form of notes, interactions and administer efforts in Salesforce (our CRM system)

Requirements:

- Czech or Slovakian native
- Fluent in English and Czech language. Preferably also business proficiency in Slovak language
- Bachelor degree or higher, preferably in Business Administration, Engineering, Commercial Sciences and/ or Marketing
- Preferable a degree of financial literacy and ability to understand financial concepts
- 0-3 years' experience in business development or enterprise sales roles
- Willingness to travel on an international basis

What we offer:

- Attractive compensation package, including competitive salary and tailored incentive scheme based on individual and team performance
- Extensive on the job training, highly international work environment and opportunity to work in the field of Mergers & Acquisitions
- Full-time position with a 6 month or 12 month term, dependent on seniority. Opportunity to obtain an infinite contract in the long term
- Opportunity to grow into a more outbound role in a highly growing company, participating in prospect meetings, visiting trade shows, etc.