

The Swedish Bisnode Group is a leading European Data & Analytics company, with operations in 18 countries and 2,100 employees. Bisnode helps companies find and manage their customers throughout the customer lifecycle. We do this by pioneering Smart Data to enable our customers to make Smart Decisions. It means that we can match and analyze our customers data with our data and the data that today's connected world generates, so-called Big Data. More than 150,000 customers benefit from our Smart Data as a service. We help them manage their data, manage risks in their customer portfolios, and strengthen their overall decision ability – ultimately increasing their sales and revenues. Our database is unique, comprising a large share of companies, individuals, real estate and vehicles in Europe. Bisnode is the largest strategic partner of Dun & Bradstreet, the global provider of business information for more than 250 million companies in 220 countries, since 2002. Bisnode offers solutions in the following areas:

- Database Management • Data Quality • Data Delivery in B2C and B2B • Digital Campaign Management • Business Intelligence • Consultancy

Bisnode Belgium, located in Anderlecht, employs about 160 motivated colleagues

You'll find full details at www.bisnode.be.

Bisnode Belgium is organizing for the first time an exclusive **Bisnode Academy** giving you to the opportunity to become a fully skilled high-end sales professional within Bisnode Belgium. Whether you're a young graduate who wants to gain business acumen and be trained and coached on consultative selling at C-level or a more experienced profile who is passionate about data driven decision making and dares to think out of the box, the **Sales Incubator** will turn you DNA into the exceptional DNA of a Bisnode Sales Professional.

You will be given the unique chance to gain insights in business processes and decision making within all types of companies, understand balance sheets, sharpen your digital capabilities and in depth marketing knowledge. Combined with an intensive sales training on networking, how to prospect the right company, pitching, presentation skills and close the perfect deal, by creating added value, you will become a real customer business partner who can inspire with his strategic approach.

Obtaining a profound understanding of our solutions, sustained by real business cases, is another aspect of the program as well as a solid coaching on your soft skills and sales competencies as well as sharpen the usage of different languages within a business context.

During the program you will be able to participate or lead real life projects, do research and development together with the different business units. At the end of the Academy you will be able to integrate on of our sales departments.

What it takes to be part of the class of **Bisnode Academy** 2018?

- You have a bachelor or master degree with strong interest in technologies of the future and data
- Positive attitude, always ready to go the extra mile
- Ambitious and ready for a successful and sustainable career
- Guts and charisma, not afraid to negotiate on C-level
- Solution oriented instead of problem detector
- Result driven and passionate about creating value and satisfying your client.

If you got what it takes to join our Bisnode Academy, we offer what it needs to launch a successful career in smart data within Bisnode Belgium. Send your application now by clicking [here](#).