



Business Developer

SpectralBot (www.spectralbot.com) is a young Belgian tech startup revolutionizing the pro-AV industry. We built a game-changer: an **instant troubleshooting app** called Djinni, that puts the power of solving AV glitches directly in the user's hands, no technician required. To expand and accelerate our business, we're looking for someone to spread & promote our business, mainly in EMEA.

Imagine your day:

- Educating potential clients on the magic of SpectralBot, and how it can solve their service & support woes.
- Finding businesses struggling with AV support, ready to ditch the frustration.
- Presenting, demonstrating and explaining the SpectralBot solution in plain English that resonates with clients.
- Developing trust with key decision-makers and partners in the pro-AV world, becoming their trusted advisor.

We're looking for someone who:

- Thrives in a fast-paced environment and is passionate about technology's power to simplify life.
- Has excellent communication and presentation skills; you can connect with clients on a personal level.
- Can comfortably navigate technical conversations and explain complex issues in an engaging way.
- Has a relentless drive to succeed, and a few years of sales or business development experience.
- Doesn't shy away from travelling around Europe, and attending trade shows and exhibitions.

Bonus points if you:

- Have a background in the pro-AV space, especially in installation, service, or support.
- Are a master networker with a knack for building relationships.
- Have a creative streak and love brainstorming new strategies.

The SpectralBot Team:

We're a small, dynamic team working hard to make SpectralBot the go-to solution for anyone facing AV problems. Support is the bedrock of our mission, and we value pragmatism, enthusiasm, collaboration, and creativity. We're results-oriented with a no-nonsense approach, but we also believe in an active and collaborative work environment where everyone's ideas are valued.

What SpectralBot offers you:

- Be a pioneer in revolutionizing the service & support game in the pro-AV industry.
- Work with the latest emerging technologies, and AV trends.
- Freedom to explore, initiate, and be creative.
- Opportunities to learn and grow in a fast-paced startup.
- You will be working with, and reporting directly to the CEO and founder.
- Competitive salary, benefits, and work-life balance with a flexible work-from-home option.

Ready to revolutionize tech support? Let's chat!

Email your CV and motivation to Claude Ostyn at claude@spectralbot.com.
You can also call for further information: +32 (0)50 820 878.