

## INNOVATION & SALES ENGINEER

Do you believe finance can be something more meaningful than just a bunch of greedy wolves fooling around with others' money until a crisis happens?

Would you like to contribute to build a world where everyone can access a user-friendly tool to grow their money fairly and according to their needs and convictions? Would you be enthusiastic for such a challenge?

Great, because Gambit is currently recruiting an **Innovation & Sales Engineer** for its innovation team.

### That's all well and good, but what's Gambit's business?

Gambit is a FinTech offering **investment advisory solutions** to financial institutions in France, Belgium, Luxembourg and Switzerland. Today, the group is growing rapidly, employing over 120 great colleagues and continuing to expand internationally.

### YOUR MISSION

As an Innovation & Sales Engineer, you are responsible for nurturing innovative ideas and projects – from concept development to product development. As getting exposed to our clients and prospects is a key source for innovation, the Innovation & Sales Engineer is highly involved in sales processes with our Sales team to grasp all market requirements and ideas that will fuel is innovation pipeline.

### YOUR RESPONSABILITIES

- You will deliver high-impact innovation projects end-to-end, bringing new proposition to market:
  - Collect and understand the clients' and the market's needs = exploring problems areas;
  - Understand how these needs could be answered = developing ideas;
  - Find solutions to meet clients' requirements using new or existing products = testing solution to launch new tools;
  - Present result.
- You will champion our user-centric design approach;
- You will actively engage on sales processes to collect, demonstrate and test innovation ideas;
- Reactivity and adaptability will be part of your daily challenges, as the Fintech environment is always on the move. You will also be in direct contact with clients and will have the opportunity to travel to meet clients and prospects.

### YOUR EDUCATION & EXPERIENCE



- Bachelor's or master's degree in technology with business aspects or in business with technology aspects;
- 2 years of experience in innovation, software conception or a relevant experience as a functional or business analyst in technology is a bonus;
- Previous experience in helping companies come up with new products, new service concepts, new business models or other is a bonus.

## YOUR SKILLS

- Passionate about innovation
- Not afraid to plunge into sustainable investments regulation among others
- User-focused and enjoy developing insight and responding to trends
- Naturally curious, always on the lookout for new ideas and ways to improve processes, products, and services
- Strong analytical skills, with the ability to quickly understand and resolve issues, in the context of IT-oriented projects
- Ability to deliver results in a fast-paced, challenging and dynamic business environment
- Effective work planning and strong analytical skills identifying critical business issues, in the context of IT-oriented projects
- Basic knowledge in finance is a plus
- Stress resilient and solution-driven
- Team-player and team-oriented attitude
- Client oriented mindset
- Resourceful even in uncomfortable situations

## YOUR COMMUNICATION

- Fluent in FR & EN (NL is a plus)
- Good communication skills written and oral

## OUR COMPANY

- **Working in an inspiring Fintech spirit:** A dedicated team awaits you to join them in challenging the established rules and creating a new financial environment that would be simpler and more transparent for everybody.
- **Fast personal developments:** As a Fintech, everybody on board has a crucial role to play and will be quickly granted with responsibilities. This is a great opportunity for you to challenge your skills and talents without having to wait several years to get to a position with decisional power.
- **Collaboration with young and dynamic talents:** Who better than millennials could build solutions for millennials (or rather anyone with the same progressive mindset)? That's why we have chosen to trust young talents who are craving for innovation, to build products they would like to use.
- **A people-oriented culture:** At Gambit, we will not ask you to wear a tie nor grey suits. If you want to listen to music, it's fine! We will just ask you to be passionate about your job, and to love sharing your expertise. In addition, when things get a bit heated, enjoy our Fridays' Happy Hours with a foosball and great (Belgian!) beers.



## OUR OFFER

- **Full-time contract** with competitive salary package
- **A flexible working environment** with home-working policy
- **But also, a modern and spacious working place** in Liège (Pôle Image), including terrace, pool table, darts and excellent coffee or tea
- **26 days off**

If you are interested in this position, please send your CV & motivation letter to [HR@gambit-finance.com](mailto:HR@gambit-finance.com)

## Contact

If you are interested in this position, please send your CV, and what motivates you to work with us, to:

- [hr@gambit-finance.com](mailto:hr@gambit-finance.com)
- Tel: +32 4 279 88 00

*Gambit is an equal opportunity employer and welcomes applications from all people, regardless of race, gender, disability, age, religion, or sexual orientation.*