



Business Developer

Come on an **exciting journey with us**, as we invite you to join the leading of the **cybersecurity revolution**. Hex-Rays, a pioneering **technology-focused company** with a rich heritage, is looking for a **Business Developer** to strengthen its growing team. At Hex-Rays, our mission is to develop software tools and address the ever-changing landscape of cybersecurity threats.

WHY CHOOSE HEX-RAYS?

- Hex-Rays is a pioneering software company, notable for developing the renowned reverse engineering tool, **IDA** (Interactive Disassembler).
- We have a history of consistent innovation and updates to our products.
- Hex-Rays is positioned as a **significant player** in the realm of cybersecurity. Our tools, particularly IDA, play a crucial role in analyzing and understanding software, which is essential for identifying vulnerabilities and enhancing digital security.
- We are a tech-focused company that is experiencing **rapid growth**. This suggests a **dynamic and forward-thinking organization**, potentially offering opportunities for professional development and innovation.
- development and innovation.

Location: **Liège BE** (home working possible)

To develop our business, we need an experienced **Business Developer** with a proactive mindset.

We have two types of customers: resellers and direct customers.

The objective will be to:

- Build and manage relationships with Hex-Rays key customers.
- Implement and develop our reseller program to structure partnerships and homogenize processes.
- Handle license renewals
- Promote our training program.
- Ensure promotion and adoption of our product by universities.
- Organize and drive regular customer business review meetings.
- Identify and develop new business opportunities globally.

We develop specific tools for international customers and resellers.

To carry out this mission, we need someone with sufficient **experience in the SaaS field**, as well as:

- 6-8 years of experience in SaaS.
- Experience in security softwares is a plus.
- An in-depth knowledge of the SaaS model, including an understanding of SaaS sales cycles, pricing models, and customer benefits.
- A strong customer focus with the ability to understand customer needs and position the SaaS product or service as a solution.
- Excellent verbal and written communication skills.
- Excellent knowledge of English.
- The ability to manage long-term customer relationships, anticipate needs and provide excellent after-sales service.



Enhance your career by joining our dynamic team. Consider working with the best in the industry, absorbing their expertise to amplify your own. **Don't settle for a job, live an adventure** where your experience is valued with an attractive base salary, and tempting performance bonuses.

Ready to go further? Send your CV to jobs@hex-rays.com and let the journey begin.