

# veesion

## Cash Collection for Brazil

### The company:

Veesion (<https://veesion.io/pt/>) is an Artificial Intelligence company that is developing a cutting-edge gesture recognition algorithm. Our first use case is to help thousands of physical stores around the world to fight shoplifting.

We work with more than 3500 stores in 25+ countries and have the ambition to equip all retail sectors (pharmacies, cosmetics, clothing, electronics, hardware...).

Joining Veesion now, is an opportunity to grow in a very international environment and revolutionize the Retail industry.



### The job:

We are looking for a Cash Collector in our Lisbon office (R. Soares de Passos 12, 1300-314 Lisboa) to accelerate our business expansion in Brazil and manage financial flows.

You will be in charge of interacting with both Finance and Sales teams in order to facilitate and secure payments from our Brazilian clients. Under the supervision of the finance manager and in collaboration with the sales team, you will have the following responsibilities:

- To establish regular contacts with clients to ensure monthly payments
- To track the amount of unpaid bills on a weekly basis
- To study different solutions to gradually transfer clients to automatic payments / debits
- To benchmark payments tools both compatible with our systems and Brazilian habits
- To take part in market studies

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## **Your profile :**

You possess a deep understanding of business prospecting and:

- You have 1 to 10 years of experience in sales (as a significant part of the role will be to negotiate with clients to obtain payments)
- You demonstrate initiative and flexibility
- You have the ability to establish and maintain relationships with potential clients
- You have strong problem-solving and negotiation skills
- Your oral and written communication skills are excellent
- You have an entrepreneurial mindset, enjoy challenges, and remain pragmatic in your approaches
- You have good adaptation abilities: adjust your speech, bounce back, interact, and convincingly handle objections with positive energy
- You speak English

## **Why join Veesion :**

- Joining this ambitious project in a hyper-growth phase will open opportunities for your future career in sales (internally and externally)
- Get familiar with cutting-edge, AI technologies
- Receive personalized onboarding and support to enhance your sales skills
- Overachieve to gain more responsibilities: we value performance not seniority
- Join a company with an international work environment (2 offices, 28+ nationalities)

## **Interview Process:**

We are committed to a rapid recruitment process in 3 steps:

1. Initial phone call with our talent acquisition team to introduce the company, answer your questions, and get to know you better (phone or video call).
2. Interview with the sales manager.
3. Final interview with members of your future team!

**Convinced? Apply now at [sofia.rosa@veesion.com](mailto:sofia.rosa@veesion.com)**