

## Who we are

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LINK Mobility GmbH in Hamburg is the German branch of the LINK Mobility Group with 17 locations and 400+ employees throughout Europe. We are one of the leading European providers of mobile messaging and CPaaS solutions, based on volume of messages, for customer engagement serving enterprise, SME and government customers. Our international customers use the scalable services and solutions we offer, to simplify and improve their communication processes along the entire value chain. Whether if these are notifications, coupons, invoices or whole service processes. We develop our software 100 percent in-house, always taking into account the needs of our customers such as PayPal, MAERSK, Deutsche Post, Merck and ING.

**For our Munich office (home office in any part of Germany possible)**

**we're looking for a dedicated**

# **Sales Manager (m/w/d) “Contact Center”**

**with focus on clients in the customer care industry**



## Areas of responsibility

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- Overall responsibility for sales and customers in your region
- Customer acquisition and growth (direct sales)
- Customer follow-up
- Relation management

## Your tasks

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- Sales of chatbots and SaaS-solutions to the contact center / customer care industry
- Develop the prospect list for sales
- Pipeline management

- Meeting with potential and existing clients
- Contract negotiations
- Maintain and grow your network
- Documentation of all activities in the central CRM system (salesforce)
- Desire to support customers proactively

## What we expect from you

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- Experience with sales in the contact center / customer care industry
- Experience with sales of products within telco / IT / mobile or digital communications solutions
- Experience within Partner and/or Enterprise sales
- Experience with more complex solutions
- Experience within value selling
- Experience from a sales driven organization
- Independent and goal oriented
- Ability to work alone and focus on new business (Hunter)
- Documentation of sales results
- Educated on Bachelor level is an advantage
- Fluent German and English skills

## How we work

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Our Hamburg team of about 30 employees works in a modern office, equipped with the latest technologies and a beautiful view of the Elbphilharmonie; our sales office in Munich is currently being newly established. If you are looking for a place where your opinion matters, your voice will be heard, and you have the chance to work on topics that are important to you, you've found the one. We hold our values of transparency, freedom, trust and openness high. Our prime directive says that we always believe that everyone has done their best, given their resources, knowledge and individual abilities. Here at LINK there is no place for either a classical department structure nor hierarchies. Our LINK Identity is defined by our agile work environment and our completely self-organized teams. Our dailies, groomings, plannings and retrospectives allow us a constant exchange within our teams.

## Open for this challenge? Contact us!

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