

## About LINK Mobility Group ASA

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LINK Mobility Group ASA is one of Europe's leading providers for Mobile Communications. We pursue the development of Conversational Messaging, an innovative and game changing way to enable a digital dialogue between companies and their customers. Our scalable services and solutions simplify communication processes and improve their effectiveness throughout the entire value chain of our customers. For cost and quality optimization, our customers can use different delivery channels such as Facebook Messenger, Voice, RCS, Threema, SIMSme, USSD, or SMS, to send 2-factor authentication, alertings or notifications. We develop 100 % of our software in-house for customers like Paypal, Postbank, Deutsche Post, Merck and ING-DiBa.

**We are looking for a dedicated**

## Sales Manager

**who will have an important role in expanding our business by acquiring new customers in various industries in Germany**



## Areas of responsibility

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- Customer acquisition and growth (direct sales)
- Customer follow-up
- Sales of our CPaaS-solutions
- Development of the prospect list

- Pipeline management
- Meeting with potential clients
- Contract negotiations
- Maintain and grow his/her network
- Documentation of all activities in the central CRM system (salesforce)

## Your experiences

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- Experience as a hunter in a sales driven organization
- Experience with more complex solutions
- Experience within value selling
- Experience with sales in industries like eCommerce, retail, logistics, media, banking, insurance
- Experience with sales of products within telco/IT/mobile or digital communications solutions
- Documentation of sales results
- Educated on Bachelor level is an advantage
- German and English fluent

## Our perfect match

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- High energy with a strong desire for success
- Independent and target oriented
- Ability to work alone and focus on new business (Hunter)
- Business-oriented with the ability to understand the value chain and business model of the customers
- Excellent communication and interpersonal skills
- Positive attitude, and ability to create enthusiasm and dedication among colleagues and customers
- Integrity and courage to speak up when required - while keeping calm in demanding situations

## 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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**LINK Mobility GmbH** | Am Sandtorkai 73 | 20457 Hamburg

Apply by sending you resume and application to [apply@linkmobility.de](mailto:apply@linkmobility.de)

Questions about the position – contact Ulrike Mauve, [ulrike.mauve@linkmobility.com](mailto:ulrike.mauve@linkmobility.com)