

LINK Mobility Group AS is one of Europe's leading providers within mobile communications, specializing in CPaaS, mobile messaging services, and mobile solutions. The Group offers a wide range of scalable services and solutions across industries and sectors due to a growing demand for digital convergence between businesses and customers, platforms, and users. The Group is headquartered in Oslo, Norway and is publicly listed on the Oslo Stock Exchange. LINK Mobility continues to experience strong organic growth with a high degree of recurring revenue, as customers tend to move more business activities onto mobile platforms. In 2019, LINK Mobility had a total turnover of 2.9 billion NOK with offices in 17 different countries.

Sales Manager (m/f/d) Switzerland

@LINK Mobility we live by three core values that drive our business and people: Innovative, Trustworthy and Committed.

When working @LINK you appreciate diversity, cross-border collaboration and solving complex challenges in a high growth environment. Our people are knowledgeable, curious and agile team players whom strive to consistently deliver the best mobile messaging solutions for our customers.

Position overview

As Sales Manager (m/f/d) you will have an important role in expanding our business by acquiring new customers in various industries in Switzerland.

Place to work:

- Home office in any part of Switzerland (German-speaking Switzerland preferred)

Responsibilities:

- 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 Experience:

- 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

Your Qualifications:

- Educated on Bachelor level is an advantage
- German and English fluent

Our Perfect Match:

- 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

Every employee is an important member of the LINK Family. We do not accept any discrimination, whether active or by means of passive support, whether based on ethnicity, national origin, religion, disability, gender, sexual orientation, marital or parental status, union membership, political views, age or any other characteristic that results in compromising the principle of equality. LINK Mobility regards diversity as a lever for profitability.

Apply by sending you resume and application to apply@linkmobility.de

Questions about the position – contact Ulrike Mauve, ulrike.mauve@linkmobility.com