

## Who we are

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.

**We are looking for a passionate**

# Account Manager (m/f/d)

**to expand our business by developing our existing customers in various industries in GER**



## Your responsibilities

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- Customer development and growth (direct sales)
- Identification of up- and cross-selling potentials
- Customer follow-up
- Sales of our CPaaS-solutions
- Maintaining business relations
- Expanding customer relations and networks within the companies
- Solving customer problems
- Analysing the markets
- Developing sales strategies
- Development of the prospect list
- Pipeline management
- Contract negotiations

- Tender and RFP management
- Documentation of all activities in the central CRM system (Salesforce)
- Participate in regularly scheduled conference calls, quarterly services reviews and/or onsite meetings to ensure the continual flow of information with timely updates on all open issues and on-going projects
- Act as an escalation point to ensure a timely customer satisfying result

## Your experiences

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- Experience as a hunter in a sales driven organization
- Experience in developing existing clients
- 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 qualification

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- You 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
- Good mix between hunting and farming: ability to work alone and focus on new business (up-/cross-selling as a hunter) as well as on caring about your customers needs (farmer)
- 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

## What we offer

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- Permanent working contract
- 30 days of vacation
- Public transport subsidy (if you're based in Hamburg – which is not a need)
- Possibilities for working remote – or in our offices in Hamburg and Munich
- Employer-funded pension
- Company fitness programme
- Open feedback culture and regularly dailies and reviews

## What you can expect from us

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Our Hamburg team of about 35 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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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)

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