



Senior Digital Sales Consultant (m/w/d)

Full-time employee | Dresden, Essen, Berlin, Wien, Sofia or remote | from now on



DRESDEN | BERLIN | VIENNA | SOFIA | WARSAW | BUDAPEST | BUCHAREST

WE ARE LOOKING FOR...

.... a Senior Digital Sales Consultant (f/m/d) who is up for an international and inspiring work environment and a team that supports each other through regular knowledge exchange.

You will be part of a 24-person Sales Marketing team in Germany (locations: Berlin, Essen and Dresden) and develop solutions for digital marketing challenges with our customers. Always the goal: Drive2Store. For new as well as existing customers you will work with Partner Development Managers and Digital Campaign Specialists in Customer Centric Hubs.

YOUR MISSION WITH US:

- Together with our retail customers, you will develop digital marketing strategies to achieve individual campaign goals, e.g. in the area of Drive2Store, Digital Customer Journey, etc.
- The acquisition of new customers, the development of long-term customer relationships, as well as new market segments and up- and cross-selling to our diverse existing customers are among your most important tasks.
- In cooperation with your team, you will develop creative offer ideas for our retail customers.
- With your profound understanding and enthusiasm for digital media, you will distribute our high-quality digital marketing solutions in the area of location-based services.
- Thanks to your constant willingness to learn and perform, you will develop potential analyses and sales strategies and represent them confidently in front of the team.

THAT'S WHAT WE WISH FOR:

- At least 5 years of professional experience in sales, ideally of digital media.
- Degree in Business, Marketing, Sales, Media Science or comparable education.
- In-depth expertise from key digital marketing areas, e.g. Social, Google Shopping, SEA, Programmatic and Native Advertising.
- Excellent verbal communication skills, in German and English.
- Self-confident appearance, eloquence and assertiveness and the drive to close deals.

BENEFITS & PERKS.

- **#diversity&inclusion** - be YOURSELF and get involved in our #nondiscrimination corporate culture with flat hierarchies, openness and a lot of genuinely nice and decent people.
- **#lean** - lean, agile and highly dynamic working environment with various activities and plenty of room for creativity and co-designing our common path.
- **#personalgrowth** - we support you to develop your own personal Offerista Development Plan, workshops, trainings and regular feedback.
- **#officegoals** - work in modern, playful and centrally located offices, ergonomically equipped and with daily fresh fruits, vegetables & yogurt as well as a tea and coffee flatrate with your favorite milk (vegan-friendly).
- **#stateofheart** - laptop, keyboard, screen? Here you get the highest quality technical equipment.
- **#100%flexible** - flexible working time models, trust-based working time, mobile working arrangements as well as the possibility of a sabbatical.
- **#teamfuckingawesome** - experience legendary team events and celebrations with us, such as our annual summer party or our Christmas event (Covid friendly).
- **#familyfirst** - bring your child and dog to the office and let us support you with an allowance for your childcare.
- **#corporatebenefits** - receive exclusive discounts with various providers.
- **#sustainability** - we are climate neutral! But there's still more to do! Get involved as an #orangeofficer to make Offerista even more sustainable.
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BECOME PART OF OUR TEAM AND SHAPE WITH US.

We are visionaries, improver and forward thinker. With dedication we design the digital shopping world of tomorrow. Already known as the market leader in digital retail marketing in Europe, our state-of-the-art products provide international digital coverage and store visits to retailers. The achievements fill us with pride, the future spurs us on. We are Offerista - and we are looking for bright minds that will make us even better. P.S. Don't be afraid to share this with your friends or co-workers - We are a growing business with many opportunities.

APPLY NOW.

CONTACT.



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