



Digital Sales Manager- Retail sector (m/f/d)

Full-time employee | Berlin,
Dresden, Essen, Vienna, Sofia,
Budapest, Bukarest, remote |
from now on



DRESDEN | BERLIN | ESSEN | VIENNA | SOFIA | REMOTE

WE ARE LOOKING FOR...

... a **Global Sales Manager (f/m/d)**, who is a #digitalnative, being passionate about digital media and selling our high-quality digital marketing solutions in the field of location-based services. Together with our international sales team, you will be responsible for the entire sales cycle from (cold) acquisition, coordination of customer appointments, proposal preparation to closing. You will use your international network and proactively identify new, creative ways to expand our international customer base. With your know-how and well-established connections, you will develop and enlarge our network. Ideas for new products? You were born to negotiate? You make a no into a yes? Sounds like you? Perfect!

YOUR MISSION WITH US:

- You develop new strategies in order to attract new international customers.
- You identify new opportunities through thoroughly company research using appropriate websites, social platforms, industry publications and 1:1 out-reach.
- You will focus on one of the top retailers in Europe.
- You will work closely with our Sales and Marketing Team to qualify and build a pipeline of credible leads to drive our sales funnel.
- You will engage with customers across industries to understand their key drivers by having conversations that will help to nurture our sales pipeline and promote customer engagement through the selling cycle.
- You will be responsible for client onboarding and follow up of results during initial trial period.
- You provide trustworthy feedback and organize

THIS IS WHAT YOU BRING ALONG:

- You have at least 5+ years of proven working experience in international business development and international sales executing.
- You have proven experience in retail chain, brand, agency or media company sales.
- You have a broad and international retail network, because networking is your ideology.
- You have a high proficiency in MS Office and CRM software.
- You are fluent in English and German, another language would be a strong plus.
- Your excellent communication and negotiation skills leave us speechless.
- You are motivated visionary.
- You are as ambitious, focused and driven as anyone could be.

after-sales support.

- You will help to build a strong and powerful International Sales department.
- You report to and cooperate closely with the CRO/CSO and our Director of International Sales.

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).
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- **#stateofheart** - laptop, keyboard, screen? Here you get the latest 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, betterers and thinkers. With dedication we design the digital shopping world of tomorrow. Already known as the market leader in digital retail marketing in the DACH area, 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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