

## SENIOR SALES MANAGER (M/F)

### **COMPANY**

Linkfluence is a leading Social Media Intelligence company, offering a unique approach which enables organisations to monitor, analyse and leverage social media. Founded in 2006 in France, the company has more than 350 clients worldwide including brands, agencies and public organisations including Danone, Sanofi, McDonald's and Publicis. Linkfluence achieved more than 50% yearly growth for the past 3 years and has offices in France, UK, Germany, Spain, China and Singapore. The Linkfluence offering combines Radarly, a leading Social Media monitoring & engagement tool, and cutting-edge Social Media research approaches, such as network analysis. Radarly analyses more than 130 million posts published by 300 million sources in 61 languages each day. You will be working with a young, energetic and rapidly growing international team of 200 people. We are looking for passionate and smart people to help us shaping next generation social media intelligence (SMI) software.

### **MISSIONS**

As a Senior Sales Manager, you will complement a fast-growing team to engage with brands and agencies to deliver the sales objectives.

You will:

- Build and manage a healthy pipeline to meet or exceed targets
- Manage all aspects of the sales process - Researching, sourcing, engaging and closing leads
- Leverage meeting booked by our Sales Development (Inside Sales) team
- Build a strong network by attending events and building relationships with senior level contacts
- Develop solution based proposals and identify up-sell opportunities together with the operation team
- Grow our revenue by winning new SaaS license revenue, support and research services
- Understand the Social Media and Marketing landscape, trends and pain points, and forces that effect shifts in tactical budgets and strategic direction of brands, companies and industries

### **ABOUT YOU**

- 7+ years of proven sales experience consistently meeting or exceeding sales revenue targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of an organization
- Proven ability to drive the sales process from opportunity identification and creation to close
- Proven ability to articulate the distinct aspects of technology, and services and position them against competitors in a consultative manner
- Familiarity and experience with selling value propositions involving Social Media, Integrated Marketing Services, Business Intelligence, Analytics, and Big Data
- Demonstrable experience in developing client-focused, differentiated and achievable solutions
- Self-starter, with the ability to develop a pipeline with limited supervision



REMUNERATION AND ADVANTAGES: competitive salary-based compensation with excellent commission structure for meeting and exceeding revenue targets

START DATE: Asap

CONTRACT TYPE: Permanent

PLACE OF WORK: Erkrather Straße 234b, Düsseldorf.

*Send us your CV and tell us why you would like to join us at: [jobs-de@linkfluence.com](mailto:jobs-de@linkfluence.com)*