

# Vacancy for Media Sales Connector – digital hubs

Berlin office



The growth and development of we.CONECT is ultimately derived from our employees, who have always been the focus of our company. Market leading brands, top services, innovations and intelligent products are based on our passionate teams. Join them and become part of the we.CONECT story today.

**we.MEDIA**  
THE CONTENT DELIVERY NETWORK



best employer  
in berlin

**we.CONECT** BUSINESS LEADERS  
THE MULTITOUCHPOINT NETWORKS

# Media Sales Connector – digital hubs

we.MEDIA  
THE CONTENT DELIVERY NETWORK

we.PEOPLE  
SIMPLY THE BEST



## Your responsibilities

- You work closely with colleagues to promote our business advertising and line media solutions on our digital hubs and blogs
- You focus on getting both, new and existing users to advertise and to buy our online media solutions
- You identify, qualify and close revenue opportunities across various vertical markets
- You develop a clear understanding of the customer's business as well as current trading challenges and conditions
- You create and present a media sales proposition that meets the customer's needs
- You create advertising campaigns that meet the customer's objectives
- You actively review advertising campaigns with the customer on a regular basis to ensure needs are met
- You educate customers in new products and propositions that will enhance their business performance
- You present and demonstrate advertising solutions of varying value
- You will organise data within our online databases (especially CRM)

## Your profile

- All backgrounds are taken into consideration, however previous roles in media business, marketing and sales roles are preferred
- You have a solid general understanding of different industry verticals
- You have a clear understanding of social media platforms, previous experience is desired/essential
- You have the ability to understand complex and dynamic products
- Previous brand management experience is advantageous
- You have the drive to get on the phone and source new business
- You have thirst and passion for media
- You have excellent communication, collaboration and inter-personal skills
- You are a fun, lively and outgoing personality with a 'can do' attitude
- You are both self-motivated and motivated by financial rewards
- You are a fast learner, conceptual thinker with strong analytical skills and ideally previous sales experience
- You are a resilient character (a rejected idea doesn't mean defeat, but requires a new approach)

## Our offer

- An amazing company culture and the opportunity to cooperate with partners, both nationally and internationally
- A challenging and creative environment in an innovative, international, rapid growing and owner-managed company
- A fast paced and energetic company culture
- The opportunity to work independently at a high level with numerous training and development opportunities
- No. 1! - We were voted as Berlin's best employer by Kununu (the employer ranking portal)
- 23 nationalities and counting. We're a young team of 100+ international and creative professionals – right at the heart of the two coolest cities on earth, Berlin and London
- The challenge to always find the best possible solution
- Working with some of the fastest growing players in the business media space
- Competitive salary package, including base salary and commission
- An opportunity to develop your career, not just a job!

Be responsible for our online media offers.

Get in contact with leading brands from all over the world and contribute to successful events and achieve customer excellence. **Get conected today!**

### If you are convinced that

- The job fits your profile
- You would like to join our team and
- You would like to market our products with all your passion.
- We would love to hear from you.

Please send your application including cover letter, CV and salary expectations to: [wepeople@we-conect.com](mailto:wepeople@we-conect.com)

