



## Partner Sales Development

2011-12-16

Berlin, Germany

### **Job Description**

- Would you like to be given the opportunity to work closely with companies such as mobile.international, eBay, markt.de and Digital Window Group?
- Do you like to mingle, and are you good at creating new contacts?
- Are you an innovative thinker who loves to think through new ideas?

In the role as Partner Sales Development you will team up with our Commercial Managers and Strategic Account Managers who are ultimately responsible for the relationship with our Partners. You, together with the company's other personnel, will work out a plan on how to support and develop our Partners in the best possible way. In many cases you will be breaking new ice and you will be a part of the transformation of an entire market. This demands a good business sense but also innovative thinking. In the end it's all about helping our Partners to find the best way for them to reach total success!

The work will primarily be performed from one of our offices, but you will also spend a lot of time at our Partners' offices to be a part of where it really happens. Much of the job is about creating sales materials, and training and supporting the Partners in their daily business needs. You need to feel confident in speaking to an audience and be driven when having one-to-one meetings.

### **Location**

We have openings for this position in both our Uppsala office and our Berlin office. However, no matter in which office you will be stationed, at the beginning you will spend most of your time at our office in Uppsala to learn and get to know the people.

### **Compensation**

You will have a base salary as well as a bonus part – based on the results of your Partners.

## **Desired Skills & Experience**

If you have a background from any of our Partner types you have an advantage, but it is most important that you have a professional, down-to-earth style and love to do business with satisfied Partners. If you also happen to be a social and outgoing person, you will undoubtedly be very happy with us.

Most of our communication with our Partners is in English and German, so it is an absolute requirement that you can handle those in both speech and writing. There is a big plus if you know your way around also in French, Spanish, Polish, Czech or Dutch.

## **Company Description**

Freespee is the European leader in call monetization technologies for the performance advertising industry.

We provide an open platform for ad networks and publishers to make phone calls an integral part of advertising campaigns and programs. Our turnkey solutions and APIs are used for the tracking, billing and commissioning of phone leads, empowering partners to increase advertising performance by fully monetising call conversions with Cost-Per-Action (CPA) Phone Calls.

Freespee was founded in Uppsala, Sweden in 2008 and now also has offices in Berlin, Helsinki and Copenhagen. The company is privately owned and financially backed by the Finnish venture capital fund Inventure. Our services are based completely on our own, self-developed platform, which is used by our partners in Europe and North America. We are growing at a fast pace with regard to both partners and employees, and we are rapidly establishing ourselves on new markets.

Freespee operates in 14 countries, serving 40+ local, affiliate, classified and mobile ad networks owned by the leading media groups such as eBay, Digital Window, Eniro, Axel Springer, Sanoma, Schibsted and European Directories.

If you are interested please send your application to:

**work AT freespee.com**