

Key Account Manager - Germany

The Local is an English-language news network, with seven sites in five countries used by two million people each month.

With an entertaining blend of daily news, features and communities, our sites have become essential reading for foreign professionals. And our clients range from local businesses to some of the largest advertisers in the world from an exciting variety of industries.

We are passionate about the business we are building and we are seeking a highly motivated individual who will share our vision and our commitment.

The new role of Key Account Manager in Germany will build upon our largest country audience of a million users per month, some great client relationships and transferable accounts from our other markets.

This is a remote/field sales role (working from home) involving securing new business and account management, this is a highly responsible position requiring hard work and professionalism. In return we offer a competitive basic salary and uncapped commission.

Responsibilities

Identify local and national leads within our target market and develop relationships with key decision makers and influencers.

- Make initial contact with prospects in order to secure meetings.
- Conduct meetings and present the unique benefits of The Local as a communication channel.
- Understand the clients' needs and respond with solutions available on The Local.
- Submit proposals that conform to agreed standards and negotiate pricing within defined limits.
- Close deals which ensure that required margins are met.
- Manage and grow client relationships via regular contact and clear reporting, while identifying opportunities to provide the client with further products or solutions from The Local.
- Manage own pipeline to ensure accurate forecasting.
- Attend networking events as a representative of The Local with a view to establishing further important contacts within our target market.
- Participate in weekly team conference calls and provide the sales director with regular and accurate personal reports and plans.

Experience and personal qualities

- Career background in field sales, preferably within digital media
- Entrepreneurial new business hunter who also excels at managing and growing existing relationships.
- Consultative sales professional who is comfortable negotiating with CEOs and marketing directors as well as media agencies.
- German-speaker with a deep knowledge of Germany's market, business culture and social values.
- Excellent written and presentation skills (English and German).
- Results driven and passionate about selling.
- Independent, energetic and self disciplined, with great attention to detail.
- Most convenient locations would be Dusseldorf or Frankfurt

Let's talk. Please send your CV and a brief introduction (in English) to jobs@thelocal.com by December 16th.