



Sales Director Spain

Sales Director Spain – Europe’s leading market place for text link advertising – Online Advertising

About us

LinkLift operates Europe’s leading market place for text link advertising, an innovative advertising niche in the booming market of online advertising. Backed by a number of high profile angel investors, LinkLift is now setting its sights on Spain, executing on its strategy to expand its pan-European presence.

Role and main responsibilities

LinkLift’s existing Spanish publisher and advertiser base will provide you with a kick-start in your effort to make LinkLift the No. 1 link buying marketplace in Spain. Your focus will be on direct sales activities, specifically you will...

- secure SEO budgets from online marketing agencies, SEO professionals, and SEO knowledgeable corporate customers
- build commercial partnerships with leading Spanish online advertising agencies
- take full responsibility for the complete sales process, e.g. account management for the existing advertiser base
- provide strategic input for the product, bringing in ideas for new features and the direction we should take at LinkLift
- directly report to the Managing Director

This position is on-site in Berlin (“Mitte”), Germany. There is a large enough travel budget for you to regularly fly to meetings and relevant events in Spain. Unfortunately, we are not able to accommodate telecommuting/relocation at this time.

Experience & skills

- Native Spanish speaker with very good skills in English (no knowledge of German language is required)
- Well-connected in the Spanish online advertising market, especially a large number of personal connections to individual SEOs and media agencies in the area SEO/SEM
- 3+ years of experience in the Spanish online advertising industry (online media or agency sales) in sales or sales & marketing positions, ideally prior direct experience in the Spanish comparison shopping industry
- Proven track record of delivering on and exceeding defined sales quotas
- "Hands-on" mentality
- Highly self motivated and goal oriented sales professional

- Willingness to travel frequently

Additionally, you should be comfortable with a fast paced, small team (20 people) environment - the ability to take ownership of and pride in your work is crucial for success.

Benefits

- Attractive package, salary commensurate with experience
- Work at a fast growing company that operates a forward thinking environment with extraordinary opportunity to progress into more senior roles
- No hierarchies and quick decision making processes
- Fast-paced, international and fun environment.
- Located in Germany's most exciting city with low cost of living and high quality of life

Direct candidates only; no recruiter contacts please.

We are looking forward to your application. Please send your CV and a cover letter, stating your earliest possible entry date to jobs@linklift.es

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