

Business Partner Manager



i.CONECT
THE MULTITOUCHPOINT STRATEGY EVENTS

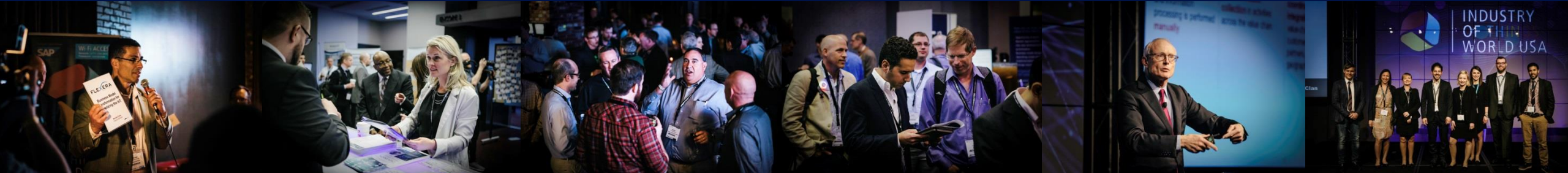
Job Offer for our London Office

The growth and development of we.CONECT is reflected strongly in our team. Our people are the focus of the company. They help us build market-leading regional and global brands. We create a high quality, innovative and intelligent product for employees with passion – become a part of the we.CONECT story.

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Business Partner Manager



Your Job

- You will drive new business on conferences and large scale events
- You will create relationships and generate revenue from partnerships with big international organizations convincing them of the benefits of our professional networking platform and events
- You will conduct research for relevant contacts/companies fitting the sponsor profile using a structured sales process from lead qualification, initial contact and acquisition through to quotation, presentation and contract negotiation
- You will develop long-term client relationships based on a strategic planning and a methodical approach creating a solid base for key account management
- You will support your clients before, during and after the event and ensure the high-quality implementation of our products
- You will coordinate with sales, production, marketing and operation teams on joint efforts, deliverables, key deals and partner communication

Your Profile

- 3+ years' work experience (or equivalent) in B2B sales with proven track record in large yield sales
- University degree (or equivalent work experience) preferably in business, economics, humanities and/or social sciences
- Ability to communicate effectively and persuasively, in person and in writing, to many different audiences, ranging from executives to operational teams / Excellent communication and presentation skills
- Comprehensive knowledge of all facets of the business development process, including financial, business and industry insights and consultative selling skills that can be applied to opportunities
- Fluency in English in both written and spoken form are required (German language is a plus)
- Highly motivated and service orientated with the ability to inspire people, coupled with strong networking skills
- Quick learner, conceptual, analytical skills and a willingness to learn with ability to understand complex issues and products

Our Offer

- A company that has been voted as one of the Top 10 workplaces in Berlin
- An amazing company culture and exposure to partners both domestic and international
- An incredibly international team with more than 70+ passionate people from 15+ countries in two of the coolest cities on Earth, Berlin and London, that challenges you all the time to find the best possible solution
- An opportunity to shape the development of the event portfolio and the actual industry
- Events that bring together the highest level of the most interesting people
- Challenging position at the global leader in a rapidly growing industry
- Future career opportunities related to our company expansion
- Competitive salary package, including base salary and commission

If you know that

- You have all these abilities and the job fits your profile
 - You want to be part of our team
 - You want to take care of our products with full power and passion
- we would love to hear from you. Send us your complete application including your salary expectations via email to: wepeople@we-conect.com**

Be responsible for business development & management of leading solution providers from all over the world – and contribute your part to our successful UK events & satisfied customers.

GET CONECTED TODAY! wepeople@we-conect.com

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