

Inbound Sales Manager



we.CONECT BUSINESS LEADERS
THE MULTITOUCHPOINT NETWORKS

Job Offer for our Berlin 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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Inbound Sales Manager



Your Job

- You will drive new business on conferences and large scale events
- You will manage incoming event-related queries and presenting the business value of attending the event
- You will convert leads generated by marketing into potential delegates or future prospects through engaging conversations and lead nurturing
- You will report success and making recommendations to improve the quality and quantity of incoming enquiries and conversion of these
- You will chase debtors and ensuring that the revenue for delegate attendance fees has been received on occasion
- You will research the market and promote our innovative events to global businesses by contacting senior level executives
- You will create relationships and generate revenue from partnerships with big international companies convincing them of the benefits of our professional networking platform and events
- You provide support to your customers during and after each event for a high quality product delivery

Your Profile

- University Degree, preferably in Business, Economics, Communications or a related degree
- Excellent communication skills: ability to inspire clients – flair and determination are a must
- Self-motivating, strong negotiation and networking skills, proactive and able to take initiative
- You are highly goal oriented, solutions focused and reliable
- You feel at ease being around and contacting high level executives.
- Fast learner, conceptual thinker, strong analytical skills and the ability to understand complex and dynamic products
- B2B Sales experience is of advantage
- Fluency in English is a must (both written and spoken), German and any other language is a plus

Our Offer

- An amazing company culture and exposure to partners both domestic and international
- A challenging and creative environment in an innovative, international, rapid growing and owner-managed company
- Independent work at a high level with numerous training and further education
- No: 1! Working in the best team in Berlin, ranked by Kununu the employer evaluation portal
- 23 Nations! An incredibly international team with more than 100+ passionate people in two of the coolest cities on Earth, Berlin and London, that challenges you all the time to find the best possible solution
- 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-connect.com**

Be responsible for the business development of our events, get in contact with leading brands from all over the world – and contribute your part to successful events & satisfied customers.

GET CONECTED TODAY! wepeople@we-connect.com

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