

Senior Sales Manager (m/f)

The company

E-commerce continues to grow dynamically and payments are an important part of it. Payments are one of the last big areas ripe for disruption and optile has a superior range of solutions and unique value propositions that will help us to succeed within this growing market.

optile is a Munich-based B2B company that offers an open and provider-independent payment platform to help businesses integrate multiple payment gateways, providers, and methods on a global scale within hours. Our software guarantees online businesses, focused on recurring customers, more freedom of choice and reduced complexity in their payment transactions. optile provides intelligent payment solutions and tools to enable cross provider controlling and scoring, and to help our customers to reduce their operating costs.

With an experienced team of motivated online payment professionals, optile bundles a unique and profound know-how with respect to online payments and e-commerce. Founded in 2010, optile consists of a truly international team of over 40 team members from a wide variety of countries.

The position

We are expanding and looking for a highly motivated and metric-driven **Senior Sales Manager (m/f)** to actively support the sales team in our Munich office.

Key responsibilities

- ▶ Maintaining and building strong business relationships
- ▶ Identification and development of own pipeline in alignment with the corporate strategy
- ▶ Accurate forecasting and achievement of sales targets
- ▶ Coordination of all aspects of the accounts (technical sales support, project management, sales bids and contracts)
- ▶ Maintaining partner relationship and setting up a sales-ecosystem
Cooperation with skilled and motivated colleagues as a team leader

Required skills

- ▶ College diploma or higher education
- ▶ 5+ years of experience from B2B or software-solution sales
- ▶ Proven track record of executing sales successes and influencing complex deals

- ▶ Strong communication, negotiation and presentation skills
- ▶ Deep understanding of complex decision structures and technology environment
- ▶ A hands-on startup- and team player attitude
- ▶ High motivation to expand technical and interpersonal skills
- ▶ Fluent English and German language skills

Desired skills

- ▶ Experience from online payments/PSPs is a big advantage
- ▶ Previous experience from e-commerce or banking
- ▶ Willingness to train and lead junior sales managers
- ▶ Readiness to travel

What we offer

- ▶ a young, dynamic, and spirited team that knows how to have fun
- ▶ a large, open, and very well naturally lit office and large terrace and lounge
- ▶ central location in a young and upscale quarter with excellent access to public transport (U4/U5)
- ▶ high potential for personal development
- ▶ laptop of your choice (Apple or ThinkPad)
- ▶ an unlimited supply of excellent, freshly ground espresso coffee, soft drinks and fruits

We look forward to hearing from you!

Please send us your application including CV and references via email (English or German) to:

Olga Avershina

Talent Acquisition

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