

Hello.

We are Hellmann eCommerce. We do full service eCommerce. And we love what we do.

To drive our rapid growth in a sustainable way, we are looking for an amazing

Sales Manager/Manager Key Account (m/f)

REF. NUM.: IRC 16906 OSNABRUECK / GERMANY WITH PROFESSIONAL EXPERIENCE FULLTIME AS SOON AS POSSIBLE

Hellmann eCommerce is the new kid on the block if it comes to full service e-commerce

We deliver webshop design and development, warehousing and returns management, financial services, customer service and distribution. On top of that we offer intelligent solutions along our clients' value chain. Combining this with the ability of our mother company Hellmann Worldwide Logistics, we have the very rare ability to roll out quickly and globally. Our clients include hot small companies, as well as global brands like Liebeskind, Kate Spade, Hunkemöller, Bauhaus and many more.

We see ourselves as drivers for innovation, which means we are looking for a creator rather than an administrator. We offer you a challenging position in a dynamic start-up environment. Next to a performance based salary, you will have plenty of room for development, responsibility and success.

Responsibilities

- Manage and optimize the complete sales process including sales back office
- Identify target clients, maintain a strong pipeline of potential new clients to continuously meet and exceed ambitious revenue goals
- Develop go-to-market strategies with product team leads
- Maintain and improve existing clients' financial results and highest client satisfaction together with the key account team
- Act as a liaison for clients' top level

Key Skills

- More than 5 years of expertise in B2C, ecommerce and fulfillment with a proven track record and references
- Excellent communication skills in both German and English
- Strong negotiation and management skills
- Enthusiasm, energy and perseverance to drive the team's success

How to apply

We don't need your elementary school reports. To apply, just send a motivation letter with the right amount of information to career@hellmann-ecommerce.com.