



DIMOCO

Opportunities don't happen,  
you create them.

You are an enthusiastic professional with excellent soft skills looking to prove these whilst working for one of the leading providers for Direct Carrier Billing? Take a leap and experience how a mobile device turns into a progressive payment instrument for online and physical goods, such as e-publishing, video on demand, online gaming, digital music or ticketing. Direct Carrier Billing meanwhile ranks as the top number three payment option at Facebook and is a vital and irreplaceable part of today's mobile payment landscape.

DIMOCO Carrier Billing is a regulated payment institute, holds a payment services act license granted by the Austrian Financial Market Authority and enables over 1.5 billion people to purchase goods and services from content providers through their mobile devices.

Our international team, shaped by 20+ nationalities, offers space to add your personal note, combined with direct responsibility and ownership of your projects. Flexible working hours support your work live balance. You are just the person we are looking for if you want to become a vital part of our young, motivated and entrepreneurial team in a modern environment!

If you are an effective communicator, driven and passionate team player and result driven sales person, we have the perfect job for you!

To join our fun, fast-paced, growing team and take on full responsibility for converting sales leads into customers we are searching for a hungry

## Junior Sales Manager (f/m/d)

### Your mission:

You don't feel like standing still? Then DIMOCO is definitely the right place for you!

We are looking for a dynamic personality with the drive to succeed. Developing relationships with customers, lead generation and closing deals will be your daily business.

### This is your job:

- You create the international sales strategy in close collaboration with your Line Manager
- On a daily basis you cooperate on one hand with our great sales team and on the other hand successfully liaise, identify and close new deals by contacting prospective customers by telephone, email and social media
- You manage negotiations, pre and post sales with customers

- Providing excellent customer service by understanding the needs of the market
- Your accurate sales reporting and forecasting, enables us to set quality standards for the whole sales organisation
- You build, maintain and strengthen lasting relationships with clients
- By generating and developing a qualified sales pipeline you will generate new revenue growth
- You convert opportunities into commercial success and keep ahead of trends in the mobile payment world

## Your profile:

- You don't have experience in Sales, but you know, that this field is your place to be? Experience within sales, especially within the payment industry is definitely a plus, but we welcome as well lateral entrants
- As you will interact with many potential customers you will need excellent communication skills and the empathy and perception to understand the needs of them
- Fluency in English is a prerequisite
- You should act KPI-driven and have a fearless attitude and a hunter mentality
- Your curiosity and your creativity will help you to identify and successfully approach new sales opportunities
- Occasionally you will travel to internationally events, therefore we will need your willingness to visit other countries all over the world

## DIMOCO's promise:

- You will gain an international development opportunity in the growing and trend-setting mobile payment industry
- A varied, challenging and international task awaits you
- We support you: You will receive comprehensive training on our products and systems
- An extremely good working atmosphere - team spirit, passion and collegiality characterise our company
- You appreciate flexible working hours and models? Let us talk about this!
- At least before COVID 19 pandemic, DIMOCO's employee events were legendary
- You will undoubtedly receive a competitive remuneration package

For legal reasons we have to indicate the gross annual salary which starts at € 33,600. We are ready and willing to offer you far more than the starting figure, depending on your professional experience and qualifications.

## One application – a billion opportunities!

We look forward to receiving your online application: [dimoco.eu/contact-form-career/](https://dimoco.eu/contact-form-career/)

## DIMOCO Carrier Billing GmbH

Cornelia Wallner  
 Head, Human Resources  
 Campus 21, Europaring F15/302  
 A-2345 Brunn/Gebirge  
 T: 0043-1-33 66 888-0  
 W: [dimoco.eu/career/](https://dimoco.eu/career/)

*Please note we will not accept any candidate profiles sent unrequested and unsolicited by recruiting agencies. We collaborate with preferred providers based on framework agreements and will not pay any fees to recruiting agencies without an agreement. Should we receive a candidate profile from a recruiting agency with which there is no framework agreement, and should the respective candidate be considered or hired, this will not entitle the recruiting agency to claim payment or fees.*