



DIMOCO Messaging provides multifunctional reliable messaging solutions for global aggregators, mobile operators, and enterprise clients. As a local hero with global scale, we believe in direct relationships with customers and partners while offering a carrier-grade platform for worldwide message delivery.

DIMOCO Messaging is looking for a Sales Manager to join our Wholesale team and help us continue to grow our business.

Sales Manager, Division Wholesale (f/m/d)

Your mission:

As the Wholesale Sales Manager, you will be responsible for identifying and onboarding new clients, as well as for maintaining and increasing cooperation with existing ones. In this position you will work with clients/partners and with different teams across the company, especially with Procurement, MNO team, Legal, Administrative and Technical support.

The ideal candidate is highly motivated and already has sales/trading experience in the A2P SMS industry. The individual has demonstrated expertise in leveraging client relationships and leading complex negotiations to successful outcomes. Strong analytical and communication skills, as well as proactive sales approach are essential to ensure the overall alignment of company targets.

Your new role:

- Establish, develop and manage lasting relationships with new clients
- Maintain, develop and grow cooperation and relationship with existing clients and partners
- Active selling of our existing product portfolio and cooperation with internal teams to constantly develop the company's portfolio
- Work together with the procurement team on establishing and maintaining trading deals with key partners
- Active monitoring, forecasting and managing of wholesale markets and prices
- Achieving yearly agreed margin and revenue goals
- Visiting partners and industry events

Your skills:

- Minimum 2 years' experience in sales/trading role within the A2P SMS industry
- You have a good understanding of the industry trends, key players and overall knowledge about global markets
- Proactive sales mindset with proven ability to overreach goals
- Experience with different platforms, testing and general understanding of the different routing options is beneficial
- Strong verbal and written communication skills. You are confident and empathic self-starter that thrives at building relationships with partners and internal team members
- International experience and motivation to work in a global and multicultural industry and team
- Languages: Business English proficiency is a must. Any other language is a large benefit (French, Spanish, Russian, Chinese, ...)

DIMOCO's promise:

- We offer a secure job in a rapidly growing company
- We foster good team spirit and an excellent company culture
- We provide a healthy work-life balance and the opportunity to work remotely
- We pay a fair salary in combination with an attractive bonus model
- Employment can take place through our companies in Austria, Germany, Spain, Serbia or Liechtenstein (residency or valid working permit in one of these countries is a requirement)

Due to legal reasons, we are obliged to disclose the minimum salary according to the collective agreement for this position, which is € 35,784.00 gross per year. However, our attractive compensation package is based on market-oriented salaries and your experience and is therefore significantly above the stated minimum salary.

One application – a billion opportunities!

We are looking forward to your online application: dimoco.eu/contact-form-career/

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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.