



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 Global Sales Manager to join our Sales team and help us continue to grow our business.

## **Global Sales Manager, Enterprise (f/m/d)**

### **Your mission:**

As the Global Sales Manager, you will be responsible for identifying and onboarding new enterprise clients.

Your main tasks in this position are the acquisition of new customers, the strategic positioning of DIMOCO in the enterprise segment, the preparation of individual offers, the closing of customer contracts and accompanying and supporting the onboarding process of your new customers.

As an ideal candidate you are highly motivated, you have strong hunting skills, you enjoy communicating with people and already have sales experience, ideally in the enterprise A2P SMS industry. In previous roles you have demonstrated an expertise in leveraging new client relationships and leading complex negotiations to successful outcomes. Your proactive sales approach, in combination with good organization and persistence are essential to achieving your targets.

You work independently to identify and contact potential customers directly using digital media such as LinkedIn. You also have a keen ability to draw the attention of global brands, allowing you to fill the sales pipe and place attractive offers for A2P SMS.

### **Your new role:**

- Identify main enterprise customers and find out if they have a need for A2P SMS
- Establish contact with potential customers and identify the correct contact person for the SMS product
- Introduce DIMOCO and develop a sales strategy to get into the offer phase

- Negotiate contracts with the respective enterprise customers and work closely with the DIMOCO legal department to close the contract
- Accompany the process after receiving an order and coordinate the onboarding of the new customer with the DIMOCO teams
- Develop and build the business with the customers you have won to achieve individually agreed targets

#### **Your skills:**

- Minimum 2 years' experience in an international sales role, preferably in telecommunications, messaging or similar digital products
- Your strengths lie in communication, both verbal and written, and you are an excellent conversation opener
- You are a confident and empathic self-starter that thrives in building relationships with partners and internal team members
- You have the perseverance and stamina needed for success in international digital sales with large enterprise customers
- You have international experience and are motivated to work in a global and multicultural industry and team
- You have a good understanding of the industry trends, key players and overall knowledge about global markets
- 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
- Please be advised that employment can only 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/](https://dimoco.eu/contact-form-career/)

#### **DIMOCO Messaging GmbH**

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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.*