

Infobip is a world leader in mobile messaging and payments, with an in-house developed portfolio for enterprises, social networks, developers and mobile network operators. For more information you can visit [www.infobip.com](http://www.infobip.com). As our business grows daily, we are seeking to recruit new members to join our team of enthusiastic and committed professionals. Contact us for the employment opportunity:

## SALES MANAGER (Sarajevo)

### WHAT IT TAKES TO BE SUCCESSFUL IN THIS ROLE!

We're a fast-moving team looking for a sales person that wants to help build and scale our business. As a Sales Manager you will share responsibility for driving the continuous success of Infobip. Tasks that you will work on will range from strategic to very operational.

### HERE IS WHAT FIRST SIX MONTHS WILL BE LIKE:

- Learning everything there is to know about Infobip and our solutions.
- Intensive market research with focus on identifying new business opportunities and partnerships within the assigned territory.
- Presentation of our telecommunication services to a range of potential business partners.
- Developing relationships with customers and acquiring accounts in your assigned market.

### AFTER SIX MONTHS YOUR RESPONSIBILITIES WILL PROGRESS TOWARDS:

- You will be responsible for building partnerships with clients and consulting them on the best way of using our products and solutions, taking into account cost-benefit efficiency and increased revenue, while also engaging in other business ventures.
- Management of the entire sales process with analysis of competitors and marketing intelligence activities.
- Collection of product feedback, presentation of ideas for improvements and innovation to technical teams.

After year one and beyond you can go from identifying and structuring a key business opportunity for the company to developing and personally leading a go-to-market plan that confirms opportunities to negotiating, leading, and closing complex partnerships.

### DESIRED SKILLS AND EXPERIENCE:

- Excellent communication, negotiation, organisational and presentation skills.
- BSc in Business, Management, IT or other equivalent qualification.
- Willingness to travel abroad on long and short terms.
- Experience in sales will be considered as an advantage.
- Written and spoken fluency in English is mandatory. Other languages, particularly Arabic, are a definite advantage.

### WHAT'S IN IT FOR ME?

**Learning** - Our Sales Managers go through an extensive training period and are considered experts in the industry. This job is an excellent chance to grow into a sales superstar with exceptional knowledge of IT and telecom industry.

**Great environment** – Wonderful team spirit, creativity and persistence are the drivers of our company. We are a fast-growing international company and you will be in the center of its building in your dedicated region.

**Mobility** – Travelling across the globe to help our clients and partners achieve market leadership by powering billions of mobile devices with cloud technology as part of Infobip's Sales team.

**Compensation** – We strive to provide a competitive benefits package that meets the needs of our employees and our business model.

**Awesome clients** - We serve and partner with the majority of the leading mobile operators, OTTs, brands, banks, social networks, aggregators and many more.

### APPLY NOW AND GET INVOLVED IN SOMETHING GREAT!

If you're interested, we would like for you to tell us about yourself and why you're excited about Infobip. Please include whatever you feel would best help us understand your background and accomplishments. Visit our website and apply for this position on the following [link](#). If you have any questions feel free to contact us on [careers.bih@infobip.com](mailto:careers.bih@infobip.com).