

New Vacancy

For Munich

Expect more? Join a successful, exciting, fast growing company!

TynTec is a mobile messaging service provider, offering powerful SMS functionality to operators, enterprises, aggregators, ISPs and message resellers. Through partnerships with mobile operators the company has unique, multiple points of access into the deep level (SS7) mobile telecoms network, enabling it to offer a new level of quality in messaging services. TynTec works with a wide range of mobile operators and major global businesses including O2, T-Mobile, Accenture, British Airways and Google. We are looking for an enthusiastic:

Junior Key Account Manager (m/f) based in Munich

Main Accountabilities

- Key Account acquisition and management support
- Account management to act as the customer's focal point to prepare for the position of a Key Account Manager
- Support the Key Account Manager during the whole Sales process
- Briefing and cooperation with Product Management, Marketing, Product Development and technical department in given timeframes
- Market research and research on Carrier industry
- Prepare and execute actions for up-selling and cross-selling

The ideal candidate should have the following profile:

- Ideally 1-2 years experience in (Key) Account management
- A successful track record of meeting sales goals and the ability to produce effective sales through the internet, trade shows, conferences, networking, and other programs
- Excellent presentation, analytical and negotiation skills
- Interest in Technology and willingness to understand the complex technical background of the Telecommunication area
- High degree of self-motivation and the ability to work independently as well as in a team environment
- Written and verbal fluency in German and English



The package

- Join a young professional team in a fast growing company
- A professional, international and exciting environment
- Challenging and diverse projects
- Excellent career development opportunities
- Distinctive team spirit
- A competitive salary

Start of Employment: As soon as possible.

If you are interested in working in an environment where ownership, pragmatism, teamwork and open mindedness are amongst our core values, then we welcome you to explore the opportunities at TynTec. Please send your CV and cover letter to [Sabine Delorme \(delorme@tyntec.biz\)](mailto:delorme@tyntec.biz).

Please include: 'Junior Key Account Manager' in the title of your Email.

Contact Details

Sabine Delorme:

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