

New Vacancy

For Munich or London office

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:

Key Account Manager (m/f) based in Munich or London

Main Accountabilities

- Key Account acquisition and management
- Major account management to act as the customer's focal point
- Create and drive the strategy for success in the account.
- Increase business volume with existing key accounts and prospect for new leads
- Briefing and cooperation with Product Management, Marketing, Product Development and technical department in given timeframes
- Analyze customer revenues and customer demands
- Prepare and execute actions for up-selling and cross-selling

The ideal candidate should have the following profile:

- Ideally 3-4 years experience in Key Account management
- A successful track record of meeting sales goals and the ability to produce effective sales through the internet, conferences and networking
- Experience in a customer service related industry, such as telecommunications, Internet Service Provider, B2B services, Consultancies or similar environments
- Excellent presentation, analytical and negotiation skills
- Interest in Technology and willingness to understand the complex technical background of the Telecommunication area
- Excellent organizational skills
- 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: 'Key Account Manager' in the title of your Email.

Contact Details

Sabine Delorme:

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