

New Vacancy

For Munich or London office

Expect more?

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. For our Munich or London office we are looking for an enthusiastic:

Mobile Banking Sales Executive

For specialist sales of Mobile Banking Solutions (e.g. banking alerts, banking transactions, mobile authentications, and 2-/multiway SMS messaging solutions) to financial service provider located in Western and Eastern Europe.

Main Accountabilities

- Assist the Sales Manager in generating sales leads as well as actively identifying customer needs and market trends.
- Contact prospects worldwide using advanced remote methods, including telephone, email, chat, conference calling.
- Responsibility for selling our high-quality banking-grade telecommunication services to a broad range of financial service providers, ranging from large financial institutions to fast moving multi-channel financial service provider.
- Manage the testing process during which the prospective clients are testing our services, and follow up afterwards.
- Perform contract and price negotiations, prepare the contractual documents and close the sale with the clients.
- Be the first point of contact with potential customers

The Sales Associate benefits from working in a dynamic and fast growing company in the mobile telecommunications industry. After the initial in-depth training phase, you will be able to prepare price quotations, deal with general sales administration as well and be responsible for your own sales success.

This is an exciting opportunity for an enthusiastic and organised individual who would like to be a part of a young, hard-working team.



The ideal candidate should have the following profile:

- At least 1 years of sales experience
- Written and verbal fluency in English is essential. German not required.
- Experience in banking sales and knowledge about online/mobile banking technology is preferable
- Confident telephone manner and strong interpersonal skills.
- Confidence to use technical language (training is provided).
- High degree of self-motivation and the ability to work independently.
- Ability to deliver first class work under pressure in a demanding environment with multiple responsibilities.
- Entrepreneurial thinking
- Customer oriented convincing, perseverant, and result-driven
- Broad knowledge and familiarity of the MSOffice package.
- Excellent organisational skills.
- Excellent communication skills.
- Team player.
- Eager to learn and develop your skills

The package

- Excellent career path opportunities into areas such as business development, team leadership and key account management
- A professional, international and exciting environment with high growth rates
- Distinctive team spirit
- A competitive salary and an attractive performance based incentive

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: 'Mobile Banking Sales Executive' in the title of your Email.

Contact Details

Sabine Delorme:

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