



Productsup is a tech company that revolutionized the way in which product data was being handled. We provide the most efficient and user-friendly software to manage and optimize product data. Our cloud platform helps online retailers and marketing agencies structure, automate and optimize large product data feeds for the most popular online shopping and marketing channels across the globe.

We're a fast-growing, innovative firm that was founded in 2010. The extraordinary and dedicated team has turned Productsup into a global player. **This is your chance to become part of our success story.**

**Team:** 25-30 | **Markets:** Global | **Offices:** Berlin + Munich + San Francisco | **www.productsup.io**

## Regional Sales & Biz Dev Manager (m/f) – North America

Have you got what it takes?  
We'd love to hear from you!

Send your application to:

**Markus Rottmaier**  
CSO  
[mro@productsup.io](mailto:mro@productsup.io)

### Job description:

We are looking for a **Sales / Business Development Manager** for the North American region to join our dynamic, entrepreneurial team. This is your opportunity to work in a fast-paced, fast growing and innovative environment, developing sales opportunities and winning new clients.

### Your responsibilities:

- Identify & evaluate prospects and leads within the performance agency and e-commerce industries
- Acquire, maintain & nurture new and existing customers
- Optimize the quality of service, business growth (cross- and upselling opportunities) and customer satisfaction
- Plan and prioritize personal sales activities and customer/prospect contact according to agreed business and revenue objectives
- Participation in industry trade events and other marketing initiatives
- Regular reports on the status of sales processes for both existing and potential customers
- Opportunity to build and manage a local sales-team in the United States

### What you bring to the team:

- 2+ years professional experience in Sales/Account Management 1-2+ years proven work experience in digital marketing
- Solid understanding of the North American performance marketing & e-commerce industry
- Solid network within the online advertising, e-commerce and performance agency landscape
- Track-record in selling ad tech solutions or online ad listings (e.g. for CSE's) is advantageous
- Negotiation skills are a must
- Excellent time-management and ability to prioritize important tasks
- Excellent communication & presentation skills
- Ability to "translate" complex technological processes into meaningful solutions that address business needs
- Native level English
- Self-motivated, self-starter and positive attitude
- You get things done and use ethical sales methods
- Ambition to build a business and become a strong leader

### What we offer you:

- Full-time job with flexible working hours
- Attractive, commission-based salary
- Location flexible but San Francisco, New York or Berlin preferred