

Infobip is a global mobile services specialist and GSMA associate member. We pride ourselves on our ability to provide a mobile services cloud for enterprises and mobile operators. Our entire portfolio is designed in-house and draws on our extensive experience, taking into account the specific requirements of our clients and partners. For more information, visit our corporate web sites at www.infobip.com and www.centili.com.

We have an opening at our Belgrade offices for:

Enterprise Sales Manager

Join Infobip if you:

- Are sharp, goal-oriented, with a passion for driving business forward
- Are a team player with ability to work independently
- Have strong verbal presentation and written communication skills
- Want to learn about new technologies

Responsibilities:

- Identify and prospect for new business opportunities and partnerships within the assigned territory
- Presentation of our telecommunication services to a range of potential business partners – B2B sales
- Management of the entire sales process
- Analysis of competitors and market intelligence activities
- Collection of product feedback, presentation of ideas for improvements and innovation to technical teams
- Assistance to the Sales Director in product updates and training and exhibitions organisation
- Ensure achievements of company sales and distribution objectives

Qualifications:

- BSc in Business, Management, Finance, Engineering or other equivalent degree
- Written and spoken fluency in English, other languages are a definite advantage
- Working experience in sales in banking/telecommunications/insurance
- Familiarity with the MS Office package
- Willingness to travel
- Excellent presentation and organizational skills

We offer international and dynamic working conditions, challenging situations that allow personal and professional development. **Infobip encourages self-initiative and offers an environment where each staff member has an opportunity to learn and to be promoted based on his/her knowledge and work.**

HOW TO APPLY:

All applicants are required to send a CV and an application letter in English to careers.belgrade@infobip.com.

Note: Infobip is an equal opportunity employer.