

Konstanz, 12.06.2008

Job Description Director Marketing & Sales

relenet offers a very attractive position, based in Konstanz / Germany at the beautiful Bodensee and close to the Alps and Switzerland.

Here are the cornerstones of the position:

- Director Marketing & Sales
- relenet - social network solutions, a leading provider of on-demand social network software
- Main office location: Konstanz / Germany.
- Responsibility for Marketing & Sales of our on-demand social network solution

PURPOSE AND OBJECTIVES OF THE JOB

- Marketing and Sales responsibility for our on-demand social network solution.
- Market research, positioning of our products, conception and maintenance of our marketing materials, such as brochures, movies, etc.
- Participation on trade fairs and conferences to generate sales leads.
- Overall management of the Customer Experience with our products and services.
- Generation and pursuit of sales leads.

SKILLS & EXPERIENCE REQUIRED

- Highly intelligent person with professional experience in sales wanted.
- Some experience with social network communities is required.
- The successful applicant should possess a higher educational degree (e.g. Diploma or Master's Degree in economics or communication with focus on marketing or similar).
- Strong English and German language skills 100% in writing and oral.
- Understanding of the Customer / Positioning of our products.
- Some knowledge with IT is required. At least very good command of office software and basic knowledge of web technologies (HTML/CSS)
- Willing to travel.
- Experience on how to deal with clients is required.
- Social competence and high communication skills.
- Independent and self-reliant work-style.

EXPECTED TASKS

- Sales / Account management / Consulting.
- Manufacturing of sales supporting documents.
- Maintenance and enhancement of our website.
- Media work.
- Writing of proposals in English and German language.
- Follow-up of proposals and sales presentations.
- Negotiations with Clients / Re-sellers, generation and pursuit of own sales leads.
- Preparation and participation in trade fairs and conferences.
- Building up a sales queue on your own, from the contacts made on trade fairs and others.

FURTHER POINTS

- Beautifully located at the Lake of Konstanz (Bodensee), bordering Germany, Austria and Switzerland. The Alps are also bordering there, so there is lots to do both in summer and in winter.
- The compensation includes a base annual package depending on experience and qualification PLUS sales commission.