



Senior Business Development Manager (f/m/d)

AddApptr, an operated global mobile Ad-Tech company dedicated to optimising revenue for app publishers, is looking for a detail-oriented and driven Senior Business Development Manager (f/m/d) to join our team of mobile enthusiasts in the always challenging and exciting mobile ecosystem.

You will be joining a dynamic and communicative team with a truly international, and multicultural atmosphere that is constantly searching to build a successful business.

This is a great opportunity for you to help us increase our company revenue on an international level by identifying profitable business opportunities. If this would be interesting, we are looking forward to talking with you!

Your role:

- Effective pitching of our products and services to top App publishers, media companies and developers, guaranteeing the business growth in the mobile ecosystem.
- Proactive development of new market opportunities, responding to inbound requests and executing sales strategies.
- Provide potential customers with quotations, negotiate the terms of an agreement and close sales.
- Work closely with other team members in our organisation, who are involved in the different stages of the on-boarding process of new clients.
- Coordinate and review new Sales activities including own performance.
- Making sales projections and forecasting revenue, in line with projected income.
- Represent AddApptr at trade exhibitions, conferences, and events to promote our solutions.

Your Skills:

- 3+ years of experience developing, leading, negotiating and executing sales in the Ad-Tech ecosystem, App environment, or Gaming industry sector.
- Existing networks in the Ad-Tech, mobile or gaming space is a plus.
- Open communication, positive nature, and enjoyment in dealing with people.
- Ability to organize your work while working as part of an international team.
- Ideally a university degree in business administration, marketing, finance, or related field; master's degree is advantageous.
- Excellent communication skills in English; other languages are a plus.

About AddApptr:

AddApptr offers a premium mobile programmatic advertising solution for large app publishers. At its core, AddApptr is a tech company. Billions of ad impressions are delivered each month via the AddApptr Meta-RTB solution, creating millions of Euros in advertising revenues for AddApptr publishers. AddApptr also offers a full-service package, managing all administrative work, account set up and yield optimization for premium publishers. Some of the world's largest app publishers and media companies are AddApptr customers.

What we offer:

- Competitive compensation package, training programs and share options program.
- A dynamic and highly committed team in an international, fast-paced environment that is enriched by daily challenges.
- Flexible working hours and home office regulation.
- An organisation with flat hierarchies and short decision paths.
- Regular team events and team lunches.
- Join a market leader in the extremely dynamic mobile programmatic Ad-Tech space.

Come [join](#) the AddApptr team!