



# **(Senior) Account Manager Italy (m/f/d) E-Commerce**

As of now | Full-time employee | Professional/Experienced | Remote | Italy

[Apply now!](#)

## **STRONG NETWORK. STRONG TEAM.**

Become part of one of Europe's leading networks for checkout and digital marketing services. More than 2,600 European partner shops trust our high-quality e-commerce solutions to enhance their business. How? By innovatively integrating artificial intelligence into online marketing. Now it's your turn: Enrich our teams with your ideas, energy, and personality.

### **WHAT YOU CAN EXPECT**

- As an (Senior) Account Manager (m/f/d), you represent Sovendus to our top-selling e-commerce partners in Italy.
- You will work in a team with your account management and sales colleagues in Italy as well as in Germany and will be responsible for

### **WHAT YOU BRING**

- You stand out through your excellent communication and negotiation skills, even when dealing with challenging topics.
- Thanks to your strong affinity for numbers and your confident use of advanced Excel, PowerPoint, and other reporting tools, you are able to create insightful reports and

the comprehensive support and further development of your e-commerce partners throughout the entire partner lifecycle.

- You will continuously analyze the performance of your partners and implement optimization measures on your own responsibility.
- With your expertise in upselling and cross-selling, you further develop our partners.
- You will prepare internal and external analyses and present them confidently at management level.
- You will support the sales team in the onboarding of the new partners.
- As a team player, you work closely with Finance, Sales, User Experience and IT.
- You will report to the Country Manager Italy.

analyses for both internal and external stakeholders.

- You have professional experience in sales/account management. Ideally, you have also gained expertise in performance marketing, e-commerce or the agency business.
- As a self-starter, you show initiative, commercial flair and data driven actions.
- You have a very good command of good written and spoken Italian and English.
- A good network in digital advertising and/or performance marketing and/or e-commerce is a plus.

## MORE REASONS FOR SOVENDUS



**Remote Work**



**Workation**



**External Training**



**Up to 25 Days of  
Annual Leave**

## WHO WE ARE



**1 Team. 18 Nationalities. 50% Women & 50% Men. Hundreds of Opportunities!**

Our story began in 2008 in Germany: Oliver Stoll founded the company "Gutschein-Connection". This marked the start of successful growth that has made us the leading network for vouchers and special offers. In 2011, the company was renamed Sovendus, and today, Sovendus has 145 employees who have made this tremendous growth possible. This is also due to our great diversity: our teams consist of roughly equal numbers of women and men, with a total of 18 nationalities and an average age of 35. This includes not only permanent employees but also working students and interns.

## IT'S A MATCH?

Do you think you're a great fit for us and we're a great fit for you?

Jetzt Bewerben



Carolin Vetter

People & Culture Manager

[karriere@sovendus.com](mailto:karriere@sovendus.com)

[0721-957846-194](tel:0721-957846-194)