



# **(Senior) Partnership Manager Italy (m/f/d)**

## **E-Commerce**

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

[Apply now!](#)

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

Become part of one of Europe's leading networks for checkout and digital marketing services. More than 3,000 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.

### **YOUR RESPONSIBILITIES**

- As Partnership Manager (m/f/d) you will be responsible for growing and optimizing our e-commerce partner network in Italy.
- You identify business opportunities for our Sovendus network and our products, either by establishing direct relationships with advertisers

### **YOUR PROFILE**

- You are a highly motivated B2B sales talent with at least 2-3 years professional experience in selling online performance marketing solutions to affiliate networks, agencies and e-commerce companies.

or through collaboration with affiliate networks and agencies.

- You will identify and acquire customers from the e-commerce sector in Italy. Your extensive network of affiliate partners and e-commerce customers helps you achieve this.
  - You will conduct negotiations with new partners, prepare offers and follow them up until they are ready to sign.
  - You will represent Sovendus to potential new partners not only remotely, but also at on-site appointments and trade fairs.
  - You are responsible for market development and product positioning using your long-standing experience in the e-commerce sector.
  - You will report to the Country Manager Italy and collaborate with Account Management, and other teams (International Sales, Marketing, Design/UX, BI) to develop the network and unlock its full potential.
- You can draw on an extensive network of contacts in the Italian e-commerce sector.
  - You are driven by successfully building new markets.
  - Your analytical skills help you to assess market potential and to review and optimize partners' KPIs.
  - You have excellent presentation skills both in person in front of the customer and whilst using remote business communication tools.
  - Professional Italian and English skills are necessary.

## MORE REASONS FOR SOVENDUS



**Remote Work**



**Workation**



**External Training**



## 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?

[Apply now!](#)



Corina Corti Maderna

People & Culture Manager

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