



Partnership Manager France (m/f/d) Business Development E-Commerce

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

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.

WHAT YOU CAN EXPECT

- As Sales Manager (m/f/d) you will be responsible for growing and optimizing our e-commerce partner network in France.
- You will drive the acquisition of new e-commerce partners for the Sovendus network in France, directly or via affiliate networks.

WHAT YOU BRING

- You are a highly motivated B2B sales professional with strong experience in selling online performance marketing solutions to affiliate networks, agencies, and e-commerce companies.
- You can rely on your solid understanding of the affiliate landscape and contacts with key

- You will leverage your understanding of the French e-commerce ecosystem and existing relationships to open new accounts.
- You will manage the full sales cycle from prospecting to signature and represent Sovendus at key French and European e-commerce events.
- You will actively monitor market trends to position Sovendus and suggest improvements to our go-to-market strategy.
- You will report to the Country Manager France and collaborate closely with the Account Management. Furthermore, you will be supported by a strong team in Germany and across Europe, including International Sales, User Experience, Business Intelligence, and more.

decision-makers in the French e-commerce sector.

- You are comfortable prospecting from scratch and signing new logos.
- Your analytical skills help you assess market potential and optimize partners' KPIs.
- You have excellent presentation skills, both in person and remotely.
- You are fluent in English and French.

MORE REASONS FOR SOVENDUS



Remote Work



Workation



External Training



**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? Then we're looking forward to receiving your application (in English).

Jetzt Bewerben



Carolin Vetter

People & Culture Manager

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