



Founding Brand Partnership Manager – New Venture (m/f/d)

As of now | Full-time employee | Professional/Experienced | Berlin (hybrid) | Germany

Apply now!

STRONG NETWORK. NEW VENTURE.

Sovendus is Europe's leading brand partnership network. More than 3,000 European partner shopssuch as IKEA, HelloFresh and Samsung trust our e-commerce solutions to grow their business.

Now we are building something new: a consumer venture, set up in Berlin as standalone team withreal independence. We start from day zero, but with an unfair head start: access to thousands ofpartner brands and millions of shoppers who already pass through our flows. Small founding team,start-up speed, and the backing of an established company.

YOUR RESPONSIBILITIES

- Build out our brand supply outside of our established structures: identify, pitch and close partnerships with top consumer brands, online

YOUR PROFILE

- 2-4 years in sales, ideally in a start-up setting.
- A strong track record of opening doors and closing deals.

and offline (fashion, sports, electronics, travel, food and more).

- Focus on winning the lighthouse names: brands with significant brand equity that are not yet part of the core Sovendus network.
- Own the full sales cycle (prospecting, outreach, pitching, negotiating and closing), with the Founder & Director of the new venture joining for strategic deals.
- Ensure an attractive offer portfolio, keeping the fresh and differentiated. Grow partner relationships after launch: performance reviews, new offers, expansion.
- Bring brand and market insights back into product and the business case.
- Work with the Sovendus core to leverage our existing relationships with 3,000+ partners.
- Comfortable with cold outreach and negotiating at eye level with senior marketing, e-commerce and partnership leads.
- Self-starter: you do not need to be told what to do, you know yourself
- Strong work ethic and high ownership: you want to build something.
- Fluent German and English.

Nice to have

- An existing network into DACH consumer brands.

MORE REASONS FOR SOVENDUS



Hybrid Work



Workation



External Training



30 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?

Apply now!



Carolin Vetter

Senior People & Culture Manager

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