



(Senior) Partnership Manager Czech Republic (m/f/d)

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

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 a Partnership Manager (m/f/d), you will be responsible for growing and optimizing our e-commerce partner network in the Czech Republic.
- You will identify new business opportunities for the Sovendus network and our products by

YOUR PROFILE

- You are a highly motivated B2B sales professional with 4–5 years of experience selling online performance marketing solutions to affiliate networks, agencies, and e-commerce companies.
- Your extensive network within the Czech affiliate marketing and e-

building direct relationships with advertisers as well as collaborating with affiliate networks and agencies.

- You will proactively acquire new e-commerce partners in the Czech Republic, from identifying relevant prospects and initiating first contact to leading negotiations and closing contracts.
- You will represent Sovendus both remotely and in person at on-site meetings, industry events, and trade fairs.
- Drawing on your extensive experience in the e-commerce industry, you will drive market development and strengthen the positioning of our products in the Czech market.
- You will report to the Country Manager Poland and work closely with Customer Success as well as our International Sales, Marketing, Design/UX, and Business Intelligence teams to grow the network and unlock its full potential.

commerce industry will help you successfully open doors and build a strong partner pipeline.

- You are motivated by the challenge of building new markets and establishing new business opportunities.
- Your analytical skills enable you to assess market potential, identify opportunities, and use data-driven insights to support your sales approach.
- You have excellent presentation and communication skills, both in face-to-face customer meetings and via remote communication tools.
- Professional proficiency in Czech and English is required.

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?

[Apply now!](#)



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