

JUNIOR SALES MANAGER / VERTRIEB (M/F/D)

About Us

The international active lifestyle magazine BOXROX is the most widely read digital magazine about CrossFit and functional fitness in the world. Dedicated to more than 1.5 million monthly readers in 140+ countries, the magazine provides the latest news, in-depth features and knowledge from the scene, alongside content related to training, nutrition, lifestyle, female specific topics and our community. We have built an active, engaged and loyal readership of athletes who take their fitness and health seriously and who look to our magazine for trustworthy information that will serve their interests and better their lives.

Job Description

As a Junior Sales Manager you will be responsible for selling different types of premium advertising packages (content, social media, display, newsletter, sponsoring) to sport and lifestyle brands such as Nike, Adidas, Reebok and Rehband. You will identify, prospect and sell to new and existing accounts across our markets and take care of the campaign management and after-sales process. You will build relationships to our customers and help them develop and plan advertising campaigns among our premium target group and different content channels.

Your Responsibilities

- Build, develop and manage the entire sales cycle for premium advertisement.
- Proactively search for new customers via email, phone and in person at international events and trade shows.
- Build and manage a predictable and qualified sales pipeline.
- Pursue and close deals with dedication, whilst building trust and long-term relationships.
- Organize your work in a CRM system and report to your sales lead.
- Take care of the campaign management and after-sales process.
- Help to create and build new revenue streams for the magazine.

Your Profile

- You gained your initial experience in a B2B-sales related role. For example in the area of SDR, BDR, inside sales, telemarketing – media sales is a plus.
- You are keen to learn sales in a professional and international business environment.
- You have the ability to learn and master cold calling challenges.
- Ideally, you have experience building advertisements or social media campaigns in Facebook, Instagram, Google Ad Manager and Ad Sense.
- You are a quick learner and enjoy succeeding in a competitive environment.
- You are ready to reach the next level of your sales career.
- You have a proactive, positive and entrepreneurial mindset.
- You are business fluent in English (written and spoken), German is a plus.

What we offer

- The possibility to build a sales career in online media sales.
- An attractive commission model with uncapped upside possibilities.
- The possibility to work in a young, dynamic and motivated team.
- The ability to take responsibility from day one and contribute your own ideas.
- The latest IT infrastructure, modern communication and working tools.
- We take care of our employees with treats such as fresh fruit, varied team events and joint activities.
- Position: Full-time: 40 hours/week (flexible working hours).
- Office location: Berlin with home office option.
- Annual vacation days from 25 to 30.

Does that sound like you? Then send us your detailed application by e-mail to **jobs[at]boxrox.com** and let us know your earliest possible start!

We're looking forward to meeting you.

BOXROX GmbH

Contact Person: Stefan Berntheisel
Alte Schönhauser Str. 38
10119 Berlin

Phone: 030 / 6800 9500
Mail: jobs[at]boxrox.com
Web: www.boxrox.com