

Business Developer Executive

Are you a new business superstar who thrives on winning deals and breaking into new markets? LINK Mobility Europe's leading provider of mobile messaging is growing fast in the UK, and we're looking for a **New Business Development Executive** to help us capture more of the market.

At LINK, we connect businesses to customers through our communications products and services that drive engagement and satisfaction during each stage of the customer journey.

You're probably already familiar with us: we're behind the messages you receive via SMS, WhatsApp, email, or even to check-in for your upcoming flight, receive delivery notifications, cash in a mobile coupon to your favorite store, and so much more.

It's an exciting time to join LINK as we develop our award-winning communications platform as a service (CPaaS) offerings in this rapidly advancing tech industry.

As a New Business Development Executive at LINK Mobility UK, you'll be a driving force behind our growth. You will be identifying, engaging, and closing new customers. You'll act as a strategic advisor during the sales cycle, helping prospects understand the value of our CPaaS solutions.

Focused on acquisition, you'll open doors, build trust quickly, and deliver tailored solutions that set the stage for long-term success.

YOUR RESPONSIBILITIES

- Identify, engage, and close new logo opportunities across key verticals (retail, finance, logistics).
- Own the full sales cycle – from outreach to signed deal – using tools like LinkedIn Sales Navigator, Cognism and Salesforce,
- Build relationships with senior decision-makers in marketing, digital, customer service, and IT.
- Sell our full suite of mobile messaging and SaaS solutions (SMS, RCS, WhatsApp, Email, and more).
- Deliver accurate forecasts and contribute to a high-performing sales culture.

WE HOPE YOU HAVE

- Bachelor's degree required.
- Proven experience in B2B sales with a clear hunter mentality
- Track record of winning new business in tech, SaaS, or comms/CPaaS industries.
- Confident communicator who can open doors and close deals.
- CRM discipline and data-driven mindset (Salesforce experience a plus)
- Self-motivated, customer-focused, and proactive in solving challenges.
- Strong communication and relationship-building skills.

OUR IDEAL MATCH

- Fluent in English
- 2-3 years in a New Business Development Role
- Industry experience of selling SMS, RCS and other mobile messaging services.
- A Track record of winning large-scale, complex accounts or Enterprise customers.
- Technically inclined with a passion for learning enterprise technologies
- Collaborative team player, working cross-functionally with Sales, Marketing, Support, and Product teams.
- Adaptable and thrives in a dynamic, fast-paced environment.

WE CAN OFFER YOU

- Be part of an international and vibrant organization and culture with the possibility to learn best practice from a variation of people.
- Short way to decision-makers and high influence.
- A dynamic work environment with growth opportunities supporting personal and professional development including peer-driven training programs with industry leaders.

- Work with an entrepreneurial spirit and write your own story together with LINK.
- Remote working as standard, with one team catch up per month in our London Office with regular team activities and meals.
- Eligibility to enroll in LINK's employee share purchase program, which provides a 20% discount on company stock purchased by permanent employees

*All benefits are subject to local terms and regulations and may be changed during the employment

LOCATION: Remote, anywhere in the UK.

Apply as soon as possible. Applications are evaluated on an ongoing basis.

LINK Mobility is publicly listed on the Oslo Stock Exchange with offices in 19 countries throughout Europe. We continue to experience strong organic growth and recurring revenue as businesses move more activities onto mobile platforms. In 2023, LINK Mobility had a total turnover of 6.3 billion NOK.

Every employee is an important member of LINK Mobility. We do not tolerate discrimination of any kind – whether active or passive – based on ethnicity, national origin, religion, disability, gender, sexual orientation, marital or parental status, union membership, political views, age, or any other characteristic that results in compromising the principle of equality. LINK regards diversity as a lever for innovation and profitability.