

Junior Account Manager

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.

Who We Are Looking For?

We are looking for a born salesperson to join our sales team—someone who excels at building lasting relationships and infects others with their enthusiasm. If you genuinely enjoy talking to clients, feel comfortable with public speaking, and love making room in your calendar for conferences, webinars, and networking, don't hesitate—send us your CV!

You don't need to be an expert in SMS, RCS, or WhatsApp Business API—we will teach you everything you need to know! What matters most is that you feel at home in B2B contacts, understand the SaaS world, and want to grow your career in tech sales.

Your Responsibilities:

- Managing the full sales cycle—from initial contact to closing the deal;
- Advising clients on selecting the right solutions (marketing, notifications, 2FA, customer service, automation);
- Building and developing long-term relationships with new and existing clients and partners;
- Analyzing client needs and participating in the optimization of sales processes;
- Representing our company at industry events across the country.

We are looking for you if:

- You have experience in B2B sales (preferably in IT, marketing, or e-commerce);
- You have an advanced knowledge of Polish - absolute must-have!**
- You can identify customer needs and match them with appropriate solutions;
- You communicate clearly, collaboratively, and with a problem-solving mindset;
- You aren't afraid of technical topics and are eager to expand your knowledge of digital products and their integration methods;
- You possess strong communication skills, openness, and an ease in building rapport;
- You are ready for occasional business travel (conferences and meetings a few times a year, mainly in spring and autumn);
- Familiarity with modern sales and negotiation techniques will be a strong plus.

We offer:

- Hybrid work model after trial period (3 days/week in the office in Gliwice, 2 days/week remotely);
- Co-financed Medcover care;
- Co-financed private life-insurance;
- Co-financed MultiSport card;
- Extra day off on your birthday;
- Team building events;
- Additional employer contribution for retirement program (PPK);
- Employee Referral Program;
- Summer bonus;
- Fruits in the office;
- Lunch days: Mondays & Wednesdays;

- Free parking (cars & bikes).