

# Sales Specialist

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.

We are currently looking for a person to strengthen our sales team.

If you're passionate about building relationships, a great listener and advisor, full of enthusiasm, and you genuinely enjoy talking to clients — plus you're not afraid of public speaking and enjoy being out in the field (conferences, webinars, and networking events are something you'd gladly add to your calendar) — don't wait, send us your CV!

## KEY RESPONSIBILITIES:

- Managing the full sales process – from the first contact to closing the deal;
- Building and maintaining relationships with new and existing clients and partners;
- Analyzing customer needs and actively contributing to the optimization of sales processes;
- Representing the company at industry events.

## WE HOPE YOU HAVE

- Experience in B2B sales, preferably in service industries related to IT, marketing, or e-commerce;
- Excellent communication skills, openness, and ease in building rapport;
- Knowledge of sales and negotiation techniques;
- Willingness to travel for business purposes (a few times a year).
- Communicative level of English;
- Confidence in giving presentations and speaking in public.

## WE CAN OFFER YOU

- Hybrid work model (2 days of remote work per week after the onboarding period);
- Flexible working hours (start between 7:00-9:00)
- Co-financed Medcover care;
- Co-financed private life-insurance;
- Co-financed MultiSport card;
- Team building events;
- Sports integration every week;
- Extra contribution from employer for retirement program (PPK);
- Employee Referral Program;
- Summer bonus;
- Fruits in the office;
- Friday & Wednesday lunch-days;
- Free parking (cars & bikes).

**LINK Mobility** is publicly listed on the Oslo Stock Exchange with offices in 18 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.*