

# Sales Specialist

We're looking for a Sales specialist to join our united, dedicated, and enthusiastic team at LINK Mobility, Europe's leading provider of mobile messaging.

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.

## ABOUT THE ROLE

As part of the Sales Team of LINK Mobility you will play a significant role in expanding our client portfolio and developing long-term relationships with customers by supporting flowless clients onboarding and service delivery.

## KEY RESPONSIBILITIES

- Achieve growth and hit sales targets
- Build and promote strong, long-lasting relationships with clients by partnering with them and understanding their needs
- Generate new business using existing and potential customer networks
- Identify and act upon opportunities to increase market share and penetration
- Supports client's initial onboarding to products and services platforms
- Communicate with clients and partners – respond to inquiries, provide advice and support on LINK products and services
- Create and maintain clients' accounts and documentation in specific software
- Prepare sales, revenue and expenses reports and forecasts to the management team

## REQUIRED EXPERIENCE AND SKILLS

- Successful previous experience as a sales representative or operational and customer support specialist, consistently meeting or exceeding targets
- Focus on delivering excellent customer experience
- Understanding of sales performance metrics
- Excellent communication and negotiation skills
- Practical use of MS Office is a must (Excel, Word, PowerPoint)
- Good command of English language – both written and spoken
- BSc degree in Business Administration, Marketing or relevant field

## OPTIONAL SUPERPOWERS

You are someone who:

- Is motivated by impact, ownership, and continuous learning
- Understands customer needs and translates them into smart solutions
- Communicates clearly and confidently across teams and stakeholders
- Stays calm, constructive, and solutions-focused under pressure

## WHY JOIN LINK

- A fast-moving, international environment with high autonomy and trust
- Real growth opportunities, mentorship, and learning support
- Access to our **Employee Share Purchase Program (20% discount on LINK stock)**
- The chance to work on products used by millions across Europe
- Hybrid work schedule

Want to know more about our company culture? Check out our EVP:

[Employee Value Proposition](#)

## LOCATION

Skopje, North Macedonia

## HOW TO APPLY

Ready to join us? Apply below - we hire when we find the right people

**QUESTIONS ABOUT THE ROLE**

Contact: **Tome Hadji-Vasilev**

Email: *sales.mk@linkmobility.com*

**ABOUT LINK MOBILITY**

LINK is publicly listed on the Oslo Stock Exchange. We continue to grow organically with strong recurring revenue as businesses shift toward mobile-first communication.