

Key Account Manager

We're looking for a Key Account Manager to help shape the future of business messaging at LINK Mobility - Europe's leading mobile messaging and CPaaS provider.

At LINK, we power communication that keeps everyday life moving. From flight check-ins and delivery alerts to SMS authentication, WhatsApp support messages, and mobile coupons - chances are you've already interacted with our technology without even knowing it.

We help businesses engage and delight customers through scalable, end-to-end communication solutions.

This is an exciting moment to join LINK. The mobile communications industry is evolving fast, and we're expanding our award-winning CPaaS offerings to match the pace of innovation.

ABOUT THE ROLE

As a Key Account Manager in LINK Mobility AS, your main tasks are primarily related to solution sales, where understanding the customer's business needs and being able to present the best solution to the customer, is crucial for success in the position. Together with your sales team, you will play a key role in the contribution to growth in an exciting market.

The ideal candidate will be able to appropriately identify the needs of both new and current customers to aid clients on the right path to success using our products. This will be done by developing an appropriate level of communication with clients and internal team members, to better understand and mitigate any issues the customers may face.

KEY RESPONSIBILITIES

- Business development towards specific segments and customers
- Create and maintain relationships with customers to better understand and achieve their needs
- Customer visits to identify opportunities for growth within our platform
- Sales to new and existing customers
- Build new customers within several segments in Norway

REQUIRED EXPERIENCE AND SKILLS

- 3-5 years previous key account management experience from sales solutions within digital transformation, telecom, media, or payment solutions
- Experience with CRM solutions is a must and Salesforce experience is an advantage.
- Articulate and well accustomed to a client facing role
- Solid digital knowledge and technical understanding
- Full proficiency in both English and Norwegian, written and spoken.

OPTIONAL SUPERPOWERS

- Do you have high energy, are driven and has a strong desire for success
- Are you business-oriented with the ability to understand the value chain and business model of the customers?
- Are you efficient with strong collaboration skills?
- Do you have excellent communication and interpersonal skills?
- Do you have a positive attitude, and the ability to create enthusiasm and dedication among colleagues and customers
- Would you consider yourself a team player?

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

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

[Employee Value Proposition](#)

LOCATION

Oslo, Norway

HOW TO APPLY

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

QUESTIONS ABOUT THE ROLE

Contact: **Stian Johansen**

Email: stian.johansen@linkmobility.com

Phone: +4793249739

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.

For more information, you can visit our website: [CPaaS Enterprise Communications: SMS, WhatsApp, RCS, Email](#)

DIVERSITY AND INCLUSION

Every employee matters at LINK. We do not tolerate discrimination of any kind. Diversity fuels our innovation, equity shapes our decisions, and inclusion defines our culture. From leadership to daily interactions, we're committed to creating a fair, respectful, and empowering environment for all.