

Business Development Manager

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 Manager** to help us capture more of the market.

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 New Business Development Manager at LINK Mobility UK, you'll be the 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.

KEY 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.

REQUIRED EXPERIENCE AND SKILLS

- Bachelor's degree is preferred, however not essential.
- 3-5 years' experience in new business development.
- Proven success in UK Mid-Market and Enterprise sales.
- Strong new business hunting and acquisition experience.
- Experience selling messaging, SaaS, communications, or CPaaS solutions.
- Confident communicator with senior stakeholders.
- Proven ability to open opportunities and close deals.
- Strong CRM and pipeline management skills.
- Self-motivated, proactive, and customer-focused.
- Strong communication, negotiation, and relationship-building skills.
- Results-driven with a passion for exceeding targets and with a customer-first mindset
- Fluent in English with strong communication skills.

OPTIONAL SUPERPOWERS

- Proven ability to manage the full sales cycle.

- Experienced in self-generated prospecting and lead generation.
- Background selling SMS, RCS, CPaaS, or messaging solutions.
- Track record of winning large Enterprise and Mid-Market accounts.
- Technically minded with a passion for learning.
- Collaborative team player across multiple functions.
- Adaptable and thrives in fast-paced environments.
- Knowledge of SPIN, MEDDPICC, Challenger, and Solution Selling.
- Salesforce experience is a plus.

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)**
- Remote working as standard, with one team catch up per month in our London Office with regular team activities and meals.
- 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

Anywhere in UK with a preference for London area

HOW TO APPLY

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

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.