

# Senior Global Account Executive - CPaaS

LINK is one of Europe's leading providers within mobile communications, specializing in CPaaS, mobile messaging services, and mobile solutions. LINK Mobility is a leading Communications Platform as a Service (CPaaS) provider, headquartered in Oslo, Norway. With operations in 18 countries and a workforce of 650 employees across 29 offices, LINK serves over 50,000 customers worldwide.

## ABOUT THE POSITION

**Are you ready to take on a strategic role at the group level, driving the growth and expansion of LINK Mobility's largest global customers—while also securing new enterprise clients?**

Join our high-performing international sales team, responsible for managing and scaling LINK's top-tier enterprise customers and strategic partners. In this role, you will be at the forefront of our global commercial strategy, with a direct impact on revenue growth and long-term customer success.

You'll be supported by a dedicated team of specialists across bid management, contact management, fulfilment, routing, and go-to-market execution—ensuring you have the structure and resources to succeed.

We are looking for a commercially driven professional with a proven track record.

## CORE RESPONSIBILITIES

- Develop and execute strategic growth plans for large enterprise accounts.
- Own the full sales cycle: prospecting, qualification, prioritization, and closing.
- Drive direct sales activities toward large enterprise clients.
- Identify and build partnerships that support LINK's product scalability.
- Lead and manage global tenders.
- Act as the voice of the customer—ensuring product and tech adapt to real-world needs.
- Collaborate closely with routing and fulfilment teams to optimize operations for large clients.
- Contribute to global revenue growth and overall sales performance.

## DESIRED EXPERIENCE & QUALIFICATIONS

- Minimum 5 years of experience selling CPaaS solutions to enterprise clients.
- Strong understanding of A2P messaging and the mobile communications landscape.
- Proven track record in sales with consistent success in competitive environments.
- Excellent communication and networking abilities.
- Skilled in identifying strategic opportunities and converting them into actionable plans.
- Fluent in English; additional languages are a plus.

## OUR IDEAL MATCH

- Demonstrated success in competitive global markets.
- Comfortable engaging with customers across all levels—from operational to C-level.
- Highly self-motivated and driven to succeed.
- Passionate about mobile services and digital innovation.
- Confident, enthusiastic, and committed to excellence.
- Based in a city where LINK Mobility has a presence.
- Holds an MBA or equivalent business education.
- Experience with RCS, WhatsApp and/or mobile identity products.

## WE OFFER

- The opportunity to drive transformation for global enterprises through mobile solutions.
- Work within the megatrend of mobile messaging and digital engagement.
- A key role in a highly experienced, international team within a growing global market.
- Inspiring colleagues and a flat organizational structure.
- Opportunities for personal and professional development.
- Flexible working hours and hybrid setup.
- An attractive bonus scheme.

**LOCATION**

In any city where LINK Mobility has an office.

**APPLY NOW**

Apply by sending your CV and (optionally) a cover letter as soon as possible. Applications will be evaluated on an ongoing basis.

Questions about the position? Contact: **VP Global Sales Guro Røed** at +47 480 73 878 or

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