

Sales Representative

We're looking for a Sales Representative 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

You will join the Sales team Romania, reporting to the Commercial manager. In this role, you will play a significant role in expanding our client portfolio and developing long-term relationships with customers industries in Romania, helping LINK deliver customer acquisition and revenue growth across our messaging platform and services and keep our company competitive and innovative.

KEY RESPONSIBILITIES

- Achieve growth and hit sales targets, generate new business using existing and potential customer networks
- Customer follow-up and contract negotiations
- Development of the prospect list / Pipeline management
- Maintain and grow network, build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Monitor and analyze market dynamics and shifts, be fully aware of new products and competition status
- Identify and act upon opportunities to increase market share and penetration
- Present sales, revenue and expense reports and realistic forecasts to the management team
- Documentation of all activities in the central CRM system (salesforce)

REQUIRED EXPERIENCE AND SKILLS

- Successful previous experience as a sales representative, consistently meeting or exceeding targets
- Experience in sales of products within telco/IT/mobile or digital communications solutions/ more complex solutions would be considered an advantage
- Experience in value selling
- Understanding of sales performance metrics and documentation of sales results
- Practical use of MS Office is a must (Excel, Word, PowerPoint)
- Business-level proficiency in English

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

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

[Employee Value Proposition](#)

LOCATION

Bucharest, Romania

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.