XPLN

Join the data revolution in e-commerce!

Business Development Representative (all genders)

We are looking for a Business Development Representative to develop new customers, develop hands-on new sales channels and optimize existing ones.

What you can expect:

- You actively support us in acquiring new customers for our XPLN Digital Analytics and Action Suite

- You offer a SaaS solution for performance analysis and action tools for large, well-known brands

Your skillset:

- You have at least 1-2 years of professional experience in sales or consulting (e.g. Customer Success)

- You have a good understanding of e-commerce, data management, online advertising

- You communicate independently with all relevant contacts from top companies and build long-term customer relationships

- You develop, plan and optimize our sales campaigns in coordination with your sales colleagues and marketing

- You are responsible for large parts of the sales cycle

- You love customer service and communicating with all relevant contact persons at our customers

- You are communicative and a real team player

- You are willing to travel and enjoy working on site with our customers but also remotely

- Business fluent German and English round off your profile

Unser Unternehmen

XPLN GmbH supports retailers and brands in making market events transparent. We crawl internationally through online shops, platforms and marketplaces to collect all online accessible market data and competitive information in almost real time: prices, products, availabilities, reviews, descriptions, product attributes, etc. Thanks to artificial intelligence (AI), we transform big data into smart data.

XPLN GmbH

Helen Kern
Motorstraße 25
70499 Stuttgart
hr@xpln.com

Über WhatsApp bewerben

Jetzt Bewerben