

SALES MANAGER (INTER-) NATIONAL (F/M/D)

Data Driven, Client Focused, Individual – that's the IRIS way. As a media, market research and consulting company, we support our national and international clients in the sports business ensuring their investments reach their full potential. **You would like to participate in exciting projects in the sports business? Then you are exactly at the right place! We are looking for you as a Sales Manager (Inter-) National (f/m/d) to support our marketing and sales department and enrich our team with your personality.**

OUR COMPANY

- **Locations:** Karlsruhe & Cologne
- **Number of employees:** 50
- **Industry:** Sports business
- **Area:** Market & Media Research | Marketing & Sponsoring | Business Intelligence | Digital Services
- **Clients:** international and national companies: associations, clubs, marketers
- **Expertise:** Intelligent, individual and high-quality research products for clients who share our passion for professional sports.
- **Company culture:** Team spirit, personal responsibility, feedback culture, willingness to learn and develop, performance and will to win
- **Hierarchy:** Management at eye level, short decision paths

YOUR JOB

- **Position:** Sales Manager (Inter-) National (f/m/d)
- **Start:** Upon availability
- **Employment:** Unlimited & Full Time (40 h / week)
- **Locations:** Karlsruhe, Cologne or International (Remote Work)
- **Salary:** Qualification-dependent & performance-oriented
- **Bonuses:** Individual bonus model
- **Vacation:** 28 days / year | Travelling: Yes
- Challenging & responsible job in a diversified work environment

YOUR TASKS

- Independent conception and responsible implementation of cross-sport sales campaigns
- Active networking and relationship management with partners in the sports and media sector
- Customer management and relationship development
- Offer preparation and calculation as well as (co-) responsibility for the success and profitability of a wide variety of projects

HAVE WE PIQUED YOUR INTEREST?

We look forward to receiving your application, stating your salary expectations and your earliest possible starting date, at:

jointheteam@iris-sport.de

Your contact person is our HR Manager:

Navid Bahadori

YOUR QUALIFICATION

- Successfully completed degree – preferably in the field of sports management/economics
- Practical experience in sales and customer acquisition
- Ideally have your own personal professional network in sport
- Affinity for sports & enthusiasm for the professional sports business and its structures
- Graphic skills (at least Power Point). Flair for visual creation / conception
- Awareness of market and media trends and ability to understand and devise sales strategies
- You speak English at C1 level (CEFR); German, French and other languages are very welcome
- You find it easy to approach people and convince them of you and your ideas, as well as our data and services (focus on digital data and market intelligence)
- Strong communication skills
- Can work independently and have a good professional appearance
- Ideally prior experience working with digital data, market intelligence data, and market/media research data -skills.

YOUR PERSONALITY

- Team player & communicative
- High degree of initiative & organisation
- Creative & conceptual thinker
- Goal - and performance-oriented
- Entrepreneurial mindset

YOUR TEAM

- Engaged & helpful
- International & multicultural
- Open communication & strong feedback culture
- Collaboration between departments
- Close cooperation with your manager & open-door policy

FURTHER BENEFITS

- Flexible work hours
- Up-to-date remote working options
- Onboarding- Program & Personnel development concept with internal and external training sessions
- Employee discounts...