

Job at Digital Circular Economy Experts

## Online Partnerships Manager (m/f/x)

### Who are we?

At SynoptiCons we create **Digital Solutions** to propel sustainability together with industries and consumers in the global **Circular Economy**. We offer a suite of products to optimize the **circularity** of materials, fulfil **environmental objectives** and increase consumer engagement with **recycling**. We operate throughout Europe with offices in Germany, Spain and Austria.

We are currently looking for an **Online Partnerships Manager** to sell our B2B products online in part time or full time. You will be part of a cross-functional team responsible for building a comprehensive and **cross-product marketing and sales strategy**.

### What's the job about?

As an **Online Partnerships Manager**, you:

- **love to grow** by building and nurturing our co-operation and affiliate program to place our products online with the aim of generating inbound B2B leads in a fast-paced industry
- **dig deep into data**, optimizing the performance and positioning of our products
- **dare to experiment** and employ the latest B2B growth hacking techniques to boost conversion rates to new highs
- **take responsibility** for negotiating contracts and cultivating partnerships as well as expanding our partner network
- **exchange ideas and new trends** to define the next best actions for the further development of the channel and co-operation mix

### What should you bring to work?

- **Communication skills** and a good command of the German and English language, to keep information flowing with your fellow teammates and our international clients
- **Curiosity and courage** exploring new ways in a dynamic environment to build and execute sales and cooperation pitches
- **Proven experience** of minimum 3 years in Online Sales or Partnerships Management, with experience in SaaS solutions being a plus
- The mindset to see **failures as opportunities** to learn and grow as a team and personally
- **Commitment and attitude** as a team player who understands that leadership is required of everyone
- **Independent work style**, thriving in a multi-location hybrid work setting

## Your Benefits



**Flexible** working hours  
in full or part time



**Top-notch equipment**,  
also for private use



Regular team events  
and **celebrations**



Work from **anywhere**,  
multiple times per year



Learning and personal  
**development budget**



Work in an amazing  
**international team**



**Remote-first** hybrid work  
setup, up to 100% remote



**Credits** for sustainable  
and public transport



[More about us >](#)

## Your Application

Go ahead and submit your application  
to [people@synopticons.com](mailto:people@synopticons.com).

We are looking forward to reading  
about your CV, salary expectations and  
availability.



## Small print, but big for us.

It's not that we wouldn't care about it. But neither your nationality nor your religion or beliefs, neither your gender and gender identity nor your sex life, neither the colour of your skin nor your age, neither your family or parental status nor your medical status will make any difference in our hiring process. We propel diversity and inclusion, so come as you are.

All our employment decisions are based on the needs of our business, the requirements of the job and individual qualifications of people. Rest assured that we are committed to providing a work environment free of discrimination and harassment.