

You want to get involved in work that really matters?

Job at Digital Circular Economy Experts

Online Partnerships Manager (m/f/x)

Location: **remote/ based in Germany, Austria or Spain**

Employment type: **part time (full time possible)**

SynoptiCons is a young **fast growing digital and business transformation consultancy** providing quality service to clients. Founded in 2019, SynoptiCons offers many years of combined experience in the circular economy, manufacturing and retail & distribution sector.

We are looking for an **Online Partnerships Manager** to sell our B2B software solutions online. You will be part of a cross-functional team responsible for building a comprehensive and cross-product marketing and sales strategy. As an Online Partnerships Manager (m/f/x) you should be familiar with all online sales channels and affiliate marketing. You should also be a team player with a knack for visual design and utility. If you're also familiar with Agile methodologies, we'd like to meet you.

Your Role

- Responsibility for the online sales strategy and its implementation
- Development and management of our affiliate program to place our products online with the aim of generating inbound B2B leads
- Responsibility for contract negotiations and management of partners as well as maintenance and expansion of new partner relationships
- Performance monitoring and reporting
- ROI analysis and optimization

Your Profile

- Proven experience as Online Sales or Partnerships Manager with 3+ years of experience
- Experience with the creation and independent execution of sales and cooperation pitches
- Creative mind who enjoys working in a cross-functional team and wants to break new ground for international clients in a fast-paced industry
- Fluent in English, German desirable (B2)
- Experience in sales of SaaS software solutions helpful

Your Benefits



Fair compensation



Home office



Collaboration with all parts of the company



Spend time abroad

Your Application

We offer an attractive compensation package depending on experience and qualifications.

Sounds interesting to you? Send your application to careers@synopticons.com.

[More about us >](#)

